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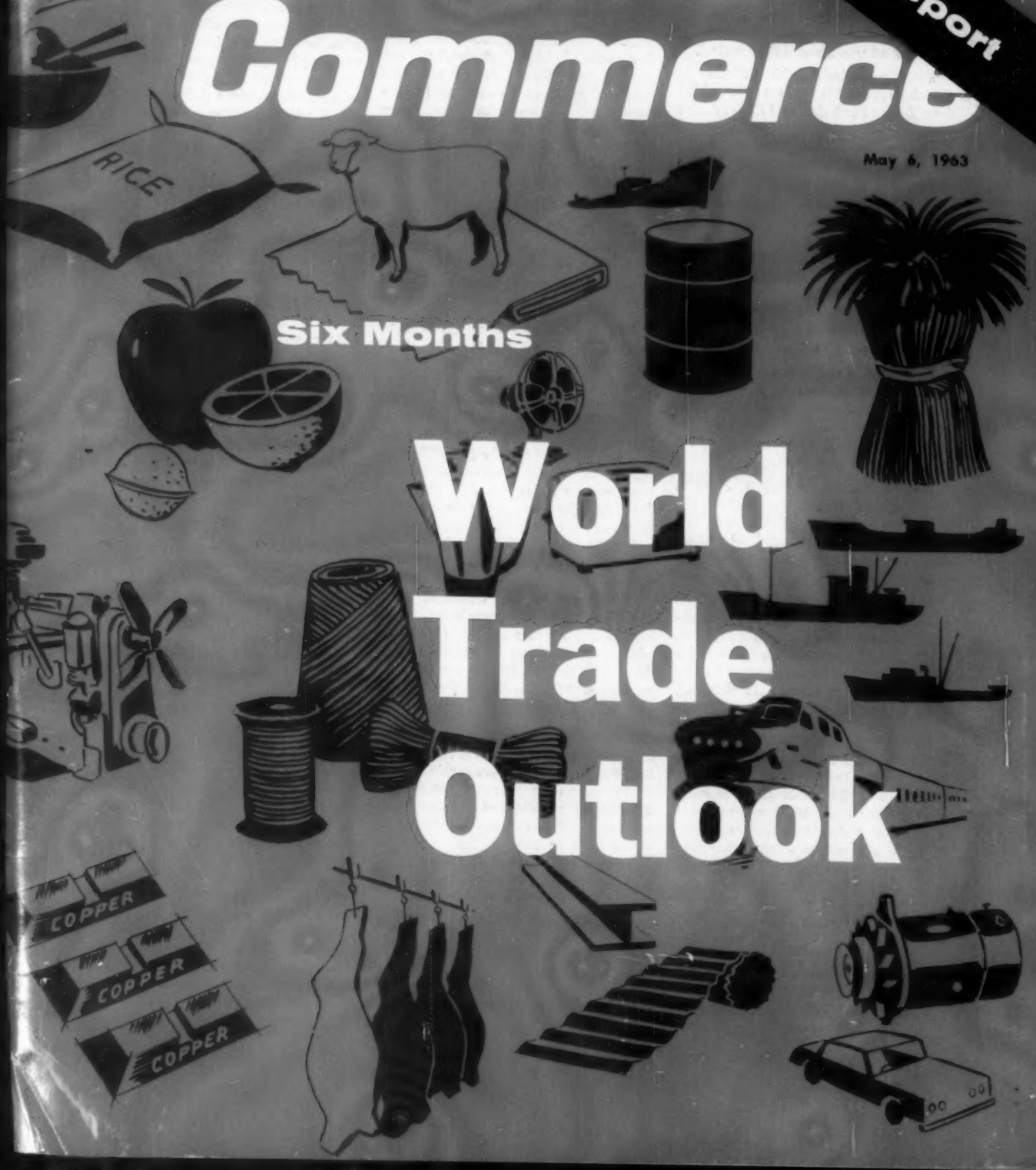

Six Months

World Trade Outlook

Business Bulletins *from around the world*

BELGIUM—Following stagnant period during cold January and February months, March retail sales show upturn; over-all retail sales in first months of 1963 above same 1962 period.

Retail price index, rising slightly in March, reached 114.63 (1953=100) from December index of 112.74. Major part of rise occurred in January and February. Food costs were stationary with chief rise registered in service sector and textiles.

Antwerp refineries planning construction of pipeline approximating 31 miles between Antwerp and Brussels, via Hoboken, Boom, and Haeren. Line to carry all finished refinery products, except heavy fuel oil, such as gasoline for automobiles and planes, gas oil, and light fuel oil. Cost estimated at $3.5 million.

Reduction in excise tax on cigarettes proposed by Minister of Finance and accepted by Senate Finance Committee to offset effect of increased tobacco prices and avoid half-cent rise in retail price per pack.

Recent decree, effective July 1, 1963, makes numbering on package compulsory for all butter sold in Belgium, even when sold at farms. Decree is latest move to combat butter smuggling.

Industrial production leveling off on high plateau. Construction and related industries hurt by severe winter, salary-hikes squeeze profit margins generally, and some sectors show over-capacity, in relation to demand, from expansion of investments.

CYPRUS—World Bank lends equivalent of $21 million to Electric Authority of Cyprus, to help finance construction of new 60,000-kilowatt thermal power station at Moni on southern coast, and extensions and reinforcements of Authority's transmission and distribution systems. Project will greatly increase power supply and bring electricity to 200 towns and villages not previously served. This is World Bank's first loan in Cyprus. Participating banks are: Chartered Bank, New York Agency; Chase Manhattan Bank, New York; Irving Trust Co., New York; Manufacturers Hanover Trust Co., New York; Fidelity-Philadelphia Trust Co.; and First Pennsylvania Banking & Trust Co., Philadelphia.

ECSC (European Coal & Steel Community)—High Authority approves—over Ministry of Economic Affairs' objections—Belgian coal producers' request to raise coal prices as of Apr. 1, 1963. Ministry argued price increases would further squeeze iron and steel profits and give impetus to conversion to oil by domestic consumers.

EEC (European Economic Community—Recent report to European Parliament at Strasbourg places U.S. investment at approximately 2% of total investment in Common Market.

FRANCE—Petroleum production reached 23.8 million tons in 1962, up 27% over 1961. Domestic consumption was 3.2 million tons, up 16%.

Building activities dropped in 1962. While 320,400 housing units completed in 1959, and 316,000 each in 1960 and 1961, only 306,900 completed in 1962. Publicly-supported program calls for housing starts of 350,000 units each year through 1965 to remedy country's shortage.

France exported 523,900 motor vehicles in 1962, compared with 443,800 in 1961.

Installment buying, accepted comparatively late by Frenchmen, soaring. In 1961, it rose 26.3%, compared with 1.3% increase in United States. Per capita debt in France was $19.40, compared with $199 in the United States.

ITALY—State telephone net to be renewed to bring inter-city dialing facilities to all customers within next 4 years, according to recent statement by Minister of Post and Telecommunications. Total investment to amount to about $160 million.

Modern 24-lane bowling alley using U.S. equipment has opened in Milan, with 4 more alleys (24 lanes each) being built in city and smaller facility in suburbs.

At end of first two months of 1963 steel production was 5.3% above same period of 1962. Pig iron output was 14.8% higher than in 1962.

PHILIPPINES—Ruling of Central Bank holds that under Philippine law, U.S. suppliers furnishing capital equipment on time-payment plan to Philippine firms or individuals may, unless contrary is agreed upon, retain title to equipment until final payment is made. In case of payment default, repossession by U.S. supplier allowed by law.

American Cyanamid Co. announces formation of new company to produce synthetic resins in Philippines, according to Philippine Association of New York. Plant presently under construction near Manila. Initial operating capacity of 1.5 million pounds to be increased to 3.5 million pounds over first 5 years of operation.

SWITZERLAND—Societe de la Viscose Suisse at Emmenbrucke, in collaboration with Zurich paper mill Papierfabrik an der Sihl, puts new synthetic-fiber paper—SYNTOSIL—on market. Product said to be water-resistant and tear-proof, therefore particularly suitable for cartography. Firm in Bern has issued edition of maps printed on SYNTOSIL. Cost reported to be 80 to 90% over that of ordinary maps, but resistance and durability is at least 10 times greater.

TAIWAN—Republic of China early this year signed agreement for agricultural cooperation with African Republic of Gabon. Agreement, patterned after earlier pacts with Libya and Liberia, provides for sending Chinese farm demonstration team to Gabon. Agreement signed by visiting Gabon Agriculture Minister Rene Sonsatte and Chinese Foreign Minister Shen Changhuan.

UNITED KINGDOM—Three of Britain's major companies collaborating in construction of large acrylonitrile plant in Scotland. New company, to be known as Border Chemicals, will be owned by Imperial Chemical Industries (ICI), British Petroleum Co. (BP), and Distillers Co. Plant, designed to produce chemical at initial rate of 40,000 tons per year, will cost about $17 million. United Kingdom has previously imported acrylonitrile from United States, but new plant expected to cover British requirements. Target date for completion of plant is mid-1965.

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UNITED STATES OF AMERICA

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the cover

U.S. trade prospects in 50 leading markets abroad feature this semiannual review of the World Trade Outlook. The page-long articles on individual countries run alphabetically from pages 5 to 54. The section also contains an article on the potentialities of the overall African market, a review of U.S. trade through the first quarter of 1963, and capsule stories on trade prospects in some of the smaller markets.

International Commerce

formerly FOREIGN COMMERCE WEEKLY

May 6, 1963 Volume 69, Number 18

World Trade Outlook

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U.S. exports in 1st quarter at annual rate 2% below '62; chances for expansion seen

Sales to industrial areas in 1962 up 2%, to other areas, 5%; commercial export expansion will depend on foreign industrial demand and how competitive U.S. products are in world market

U.S. exports in the first quarter of this year are estimated at a seasonally adjusted annual rate of around $20.4 billion, or about 2% below the annual 1962 level. Current expectations are for shipments abroad to advance moderately in the remainder of the year.

Trade data for the first quarter 1963 are clouded by effects of the longshoremen's strike on the Atlantic and Gulf Coasts December 24–January 25.

Last year's exports, excluding military grant-aid, rose by 4% from 1961 to $20.9 billion.

For the first time in the past 3 years of expanding exports, the rate of increase in sales to industrial countries in the aggregate was smaller than that to other areas. The gain in total shipments to the industrial areas was held to only 2% because of the drastic reduction in shipments to Japan by nearly one-fifth from the 1961 peak. Exports (excluding military grant-aid) to Western Europe rose by nearly 7% to a new record. Deliveries to Continental Western Europe moved upward by 9% and those to the United Kingdom dropped by 5%. Sales to Canada advanced by 5%, after having remained on a fairly constant plateau in 1959-61.

Shipments to lesser-developed areas rose by 5% last year, with increases centered in Eastern Hemisphere countries, mainly Australia, India, Pakistan, and Egypt. Exports to Latin American Republics, excluding Cuba, fell 6% last year, following gains in the 2 preceding years.

U.S. imports advanced 11% to $16.4 billion in 1962, following 2 years of declines. The 1962 upsurge pushed the import value 5% beyond the previous high level reached in 1959. Imports from the industrial areas showed the greatest growth from 1959, rising by 7%. Goods from the lesser-developed areas rose only about 2% in value from 1959.

Shipments to Canada large

Last year, exports had soared to a seasonally adjusted annual rate of $21.7 billion in the second quarter. The bulge stemmed principally from unusually large shipments to Canada for inventory building in expectation of Canadian Government actions arising from the exchange crisis, and also to Western Europe to anticipate increased external tariff levies that went into effect on agricultural products in August. There was also a heavy concentration in that quarter of "special category" shipments, largely military equipment purchased by Western European countries.

Strike affects trade trends

In the following two quarters of the year, exports on the average dropped back to a seasonally adjusted annual rate of $20.8 billion. Trends during those periods were affected to a considerable degree by the effects of the longshoremen's labor dispute. Anticipation of a longshoremen's strike on the Eastern Coast following expiration of labor contracts at the beginning of October gave rise to exceptionally heavy trade movements in September. The strike was halted within a few days in October through issuance of an 80-day Taft-Hartley injunction and did not resume until December 24.

Trends in U.S. imports also have been affected since August of last year by the longshoremen's labor dispute. After adjustment for estimated strike influences, it appears that the rate of expansion in imports declined after the second quarter. In the first quarter of 1963, imports apparently turned downward, dipping to a seasonally adjusted annual rate of approximately $16.3 billion, nearly equal to the annual 1962 rate. This decline in U.S. imports may have arisen from the slowing of U.S. industrial activity in the fall and winter months. If current indications of renewed vigor in the U.S. economy continue, imports during the remainder of 1963 may rise rapidly.

Some expansion seen

Expansion in U.S. commercial exports in 1963, as in other recent years, will depend largely on the level of demand in foreign industrial areas and upon the degree to which U.S. products are competitive in world markets.

The sharp upswing in U.S. exports in 1960 had stemmed mainly from a swift expansion in the economies of the industrial countries of Europe, especially the European Economic Community, and Japan. In 1961 further economic growth in Japan was the main feature of the relatively small gain in U.S. exports. Last year, a strong forward advance in the Canadian economy was accompanied by the first appreciable gain in U.S. sales there in several years. Gains in exports to Western Europe in 1961 were small, and in 1962 in large measure they represented purchases of "special category" items (mainly military equipment) financed by the European Governments.

Economic growth in continental Western Europe is expected to continue in 1963 but at a lessening rate. Optimism in the United Kingdom is colored by the low rate of expansion in industrial activity last year and by the recent rejection of the European Economic Community membership application.

More encouraging is the demand outlook in Canada and Japan. The balance of payments position of Japan has recovered markedly following restraints applied in 1962. Canada also is in an improved foreign exchange position, and on April 1 announced removal of all remaining surcharges imposed during the exchange crisis last June. Some question remains, however, concerning the effects of devaluation of the Canadian dollar

on the competitive position of U.S. goods relative to Canadian goods.

For the year as a whole, the unit value (price) index of U.S. exports remained at the 1961 level, matching the price stability apparent in exports of other industrial countries.

Commercial sales to lesser-developed areas made some gains in 1962, especially in Australia; however, sizable expansion in exports to other countries, notably India, Pakistan, and the United Arab Republic (Egypt), were largely Government-financed.

In 1962, there was some improvement in foreign exchange earnings in the lesser-developed countries as their exports to all countries of the world rose by about 4%, in contrast to a very slight rise in the preceding period. These increased earnings may permit further trade expansion in 1963.

Table 1.—U.S. Merchandise Trade 1958-1962

	(Billions of dollars)				
	1958	1959	1960	1961	1962
Exports, excluding military grant-aid	16.4	16.4	19.6	20.2	20.9
Financed by Government [1]	n.a.	1.7	1.8	2.2	2.3
Other	n.a.	14.7	17.8	18.0	18.6
General imports	13.3	15.6	15.0	14.7	16.4
Excess of exports, excl. military grant-aid, over imports	3.1	0.8	4.6	5.4	4.5
Excess of exports, excl. all Government financed, over imports	n.a.	0.9	2.8	3.3	2.2

[1] Exports financed by Government grants and capital, including Export-Import Bank loans, as estimated by the National Advisory Council in 1959 and by the Office of Business Economics in subsequent years.

Source: Basic data of the Bureau of the Census.

Trade surplus reduced

The U.S. merchandise trade surplus was reduced in 1962, because imports rose substantially more than exports. Imports increased by $1.7 billion, while exports advanced by only $0.7 billion, so that the merchandise export excess was lowered by almost $1 billion.

Despite the smaller net receipt from merchandise trade however, the U.S. balance-of-payments deficit showed some slight improvement in 1962. This was possible because of increased inflows of foreign capital and of income from U.S. private investment abroad and because of smaller outflows of short-term private capital.

The balance-of-payments deficit was $2.2 billion in 1962, compared with $2.4 billion in 1961, and an average of $3.7 billion in 1958-60. In both 1961 and 1962, advance repayments by foreign Governments of U.S. Government loans, amounting to nearly $700 million each year, contributed to the lowering of the balance-of-payments deficit.

Major commodity changes in U.S. exports in 1962 were fairly limited in number. They included:

Commodity	*Change from 1961 to 1962* (Million dollars)
Machinery (Capital equipment)	+391
"Special category" items (largely military equipment sales)	+334
Automotive parts for assembly	+115
Coarse grains	+269
Vegetable fats, oils, and oilseed	+114
Steel scrap	−205
Copper and alloys	− 97
Raw cotton	−347
Wheat and wheat flour	−170

Agricultural exports for the second consecutive year remained at a record level of $5 billion with about one-third under Government programs.

Exports of cotton declined in both 1962 and 1961. Present indications sugfest that during the current crop year ending July 31, cotton exports will drop to 4.5 million bales compared with 4.9 million bales in the preceding crop year. Shipments were small in the first half of the season and foreign production is at a record high.

Wheat exports fell about 14% from their 1961 peak. Most of the decline was in shipments to the European Economic Community, mainly Italy. These had been exceptionally high in 1961 because of poor European crops. Although sales of wheat fell off in Western Europe, shipments of coarse grains expanded sharply, as feed needs for the growing Europe livestock industry rose.

Shipments of machinery increased by 9% to $4.9 billion in 1962, or 25% of total U.S. exports. Most of the expansion occurred in exports to Western Europe, but advances to Canada, Japan, and Southern Asia were also important. Shipments of automotive parts for assembly to Canada swung sharply upward, reflecting a substantial expansion in Canadian automotive production.

Sales abroad of metals fell steeply last year, mainly because of lowered demand in Japanese metal industries. Exports of steel scrap, at record levels in 1961, were reduced more than 50% in 1962 and copper exports dropped off by about one-third.

The $1.7 billion rise in imports in 1962 was broadly based by commodity. Imports with increases from 1961 levels ranging between $100 and $150 million included automobiles, petroleum, steel-mill products, and commercial machinery, while gains of from $50 to $100 million occurred in imports of meat, fish, sugar, wearing apparel, textile fabrics, pulp and paper, iron ore, and bauxite and aluminum.

Auto imports recover

Automobile imports, mainly from Germany and the United Kingdom, recovered appreciably in 1962, advancing by over one-third from 1961. The increase mainly represented inventory replenishment, however, as new foreign car registrations in the United States fell by about 10% from 1961 to 1962. Imports of other consumer durable goods —notably radio and other electrical appliances—increased by nearly 25% last year.

Imports of machinery rose by nearly one-fifth last year to a record $650 million, with gains mainly from Canada and Western Europe.

Over half the increase in imports of steel-mill products represented larger purchases from Japan, and most of the remainder was in steel from Canada and the United Kingdom. Only about a tenth of the increase in steel originated in the European Economic Community although that area supplies nearly half the total steel received from foreign sources.

Imports of meat products rose to a peak value of $482 million in 1962. This year, imports may recede somewhat since domestic cattle slaughter and beef production are expected to increase considerably.

Canada

U.S. trade with Canada made remarkable gains in 1962. Exports, relatively

Table 2—U.S. Merchandise Trade, by Area

Area	Exports, incl. reexports (Millions of dollars)		General imports (Millions of dollars)	
	1961	1962	1961	1962
Total, excl. military grant-aid exports[1]	20,152	20,901	14,713	16,397
Western Europe	6,867	7,317	4,058	4,542
Total, excl. special category exports[2]	19,143	19,474	14,713	16,397
Canada	3,643	3,830	3,270	3,657
Western Europe	6,287	6,371	4,058	4,542
European Economic Community	3,554	3,630	2,226	2,449
United Kingdom	1,130	1,075	898	1,005
Other	1,603	1,666	934	1,088
Japan	1,739	1,414	1,055	1,358
Latin American Republics	3,415	3,222	3,213	3,394
Asia, excluding Japan[3]	2,535	2,944	1,563	1,633
Australia and Oceania	403	469	320	440
Africa[3]	669	746	636	733

[1] Military grant-aid exports are reported only in total and for Western Europe.

[2] Special category exports include military equipment and certain other items not reported by country.

[3] U.A.R. (Egypt) included with Asia, excluded from Africa.

Source: Basic data of the Bureau of the Census.

stable for several years, increased by 5% to the highest value since 1957, and were nearly 20% of total U.S. exports (excluding special category shipments). Imports from that country, representing 22% of total U.S. foreign purchases, swung up by 12% to a new record level.

Exports of both machinery and automotive parts for assembly to Canada increased by about $100 million in 1962, and the only significant decline—of about $60 million—was in sales of civilian aircraft.

Expanded imports from Canada in 1962 included iron ore, petroleum, aluminum, natural gas, machinery, and aircraft. Only imports of uranium ore declined significantly.

Western Europe

Both U.S. exports to and imports from Western Europe were at new highs in 1962. One-third of our total exports (excluding special category) moved to that area and nearly 28% of our imports arrived from there.

Sales to the United Kingdom slipped for the second consecutive year, but expanded shipments to continental Europe outweighed that decline, so that total exports to the area (excluding military grant-aid) advanced 7%.

Imports rose from all the major European countries except France, from which the decline in purchases was less than 2%.

A large increase of over $300 million in "special category" by European Governments more than offset heavy declines in exports of industrial supplies including cotton, steel scrap, and copper.

Exports of foodstuffs to the area rose, with increases in coarse grains and fruits far exceeding declines in shipments of wheat. Shipments of machinery continued their strong long-term upward trend.

Gains in imports from Western Europe were widespread in 1962, but the major rise was in automobile deliveries from Germany and the United Kingdom.

Japan

U.S. sales to Japan receded sharply last year from the record in 1961. Shipments fell by $325 million, with declines centered in major industrial supplies—cotton, steel scrap, and copper. Large inventories of these products at the close of 1961, coupled with curtailed industrial operations, resulted in drastically reduced Japanese purchases last year. Despite the strong downtrend in most exports to Japan in 1962, shipments of machinery and grains advanced appreciably.

A near balance was achieved in U.S. trade with Japan as the sharp dip in exports was accompanied by a rise of 29% in imports last year. Imports of textile goods, steel products, and radio apparatus made especially large gains.

Latin America

U.S. exports to Latin American Republics, excluding Cuba, dropped off in 1962, following 2 years of gains. Reduced shipments to most members of the Latin American Free Trade Association and also to Venezuela accounted for the decline.

Exports to the area of electrical and other types of machinery dropped by nearly $75 million, shipments of trucks fell about $50 million, and those of wheat were $43 million under the 1961 rate. Wheat shipments under Title I, PL-480 to Brazil alone fell by $43 million and to Chile dropped by $11 million.

The 6% rise in U.S. imports from the Latin American Republics excluding Cuba was the most notable advance since 1956. The gain was largely limited, however, to increased inflows of petroleum from Venezuela, larger purchases of sugar from the Dominican Republic, and higher receipts of cattle, vegetables, and petroleum from Mexico.

Other less-developed areas

U.S. trade with the lesser-developed countries of the Eastern Hemisphere advanced markedly in 1962. Exports rose by 15% and imports by 11%.

Imports from Australia and New Zealand increased by $120 million, mainly because of sharply expanded meat deliveries. Exports to those countries were over $65 million higher than in 1961, reflecting increases in a wide variety of products.

U.S. shipments to Africa and Asia, excluding Japan, were $485 million larger in 1962. Nearly three-fourths of the rise was in exports to India, Pakistan, and Egypt. Machinery shipments financed through AID funds rose substantially to India and Pakistan, while food shipments under Title I, PL-480, increased to Egypt.

Import increases included those in textiles from Hong Kong, India, and Taiwan, and in diamonds from the Republic of South Africa.

Algeria

Buying power now limited but expected to improve as revenue from oil rises

motor vehicles
iron and steel (pipes, tubes)
wheat

The ability of the Algerians to purchase U.S. goods is, at the moment, seriously limited by the lack of purchasing power in both the private and governmental sectors.

This condition will improve, however, as revenue from the sale of Saharan petroleum and foreign loans become increasingly available.

The economy of Algeria is going through a period of transition and adjustment. Economic and commercial policies are still being formulated at a time when imports have been dramatically reduced and new investment has virtually come to a standstill.

In the past, the U.S. has been an important supplier of agricultural machinery and capital goods including lifting and handling equipment; extracting, drilling and leveling equipment; office equipment; pumps and compressors; and tractors and motors. Future demand for these items will depend largely on how fast Algeria's industrialization program is implemented.

Rural development stressed

In the 1963 investment budget, which totals $490 million, heavy stress is placed on agricultural and rural development with $157 million earmarked for this area. Over $76 million will be allocated to industrial development with emphasis placed on putting existing facilities back in operation and on establishing new light industries such as textiles and tanneries to serve internal consumption needs and provide maximum employment.

Another $65 million will be allocated to the development of the country's basic economic infrastructure.

Investment to be encouraged

The development of the Saharan petroleum industry and related industries should offer important opportunities for trade and investment. The Algerian Government has indicated it will encourage such development. A liberal investment code expected shortly should act as encouragement to potential investors despite the nationalization which has taken place in certain sectors of the economy.

Immediate opportunities for increased U.S. exports include the following:

Insecticides, television equipment, prefabricated housing, electrical equipment and machinery, agricultural tractors and spare parts; canned soups, canned meats and prepared food in general. The need is greater than ever for U.S. exporters to correspond in French and furnish promotional literature in that language.

U.S.-Algerian trade

U.S. exports to Algeria during 1962 amounted to $49.9 million as compared to $42.1 million in 1961. Over half of the total amount in 1962 consisted of shipments of foodstuffs financed in large part by both the U.S. Government and private relief and charity organizations.

During 1962 U.S. exports to Algeria of producer goods and equipment and consumer items fell off substantially, reflecting the overall decrease in the amount of Algerian global imports.

U.S. 1962 imports from Algeria increased by value to $5.3 million from $259,000 in 1961. This significant increase is attributed to the U.S. purchase of crude oil which amounted to $4.6 million. Other imports included olive oil, rugs, skins and essential oils.

Since independence in July, 1962, there have been few changes in the customs regulations affecting U.S. exports. Aside from the requiring of licenses on a few additional items and the interim ad valorem surtax of 3% levied on a variety of commodities, trading regulations and tariff rates remain the same as before independence.

Until the new tariff schedule is announced and Algerian's commercial relationship with the EEC is officially clarified, there likely will not be any widespread changes affecting U.S. exports. The French reductions of import tariffs within the EEC apply equally to Algeria.

Own bank of issue

The Bank of France will continue to guarantee Algerian currency, but Algerian money now has its own bank of issue, and the French franc reserves covering it will be transferred from Paris to the Central Bank of Algeria.

In addition to issuing currency, the Bank will be responsible for regulating money circulation, controlling and extending credit and supervising foreign exchange transactions.

Oil and gas are probably Algeria's most valuable assets. During 1962, this industry continued to develop despite the political and economic uncertainty. The Algerian Government which has a 50-50 profit sharing arrangement with the independent companies, as well as 40% ownership in S. N. Repal, has an interest in seeing that development goes on uninterrupted.

Total oil production in 1962 averaged about 440,000 barrels a day, a 25% increase over 1961. Production for 1965 is expected to approach 900,000 barrels a day. This implies, however, a doubling of existing pipeline capacity as well as markets to absorb the increase.

Trade Books

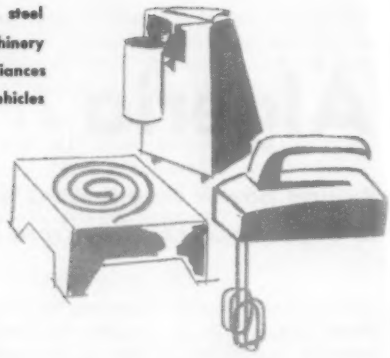
Copies of Department of Commerce publications referenced throughout the magazine can be obtained from the Office of Sales and Distribution, Department of Commerce, Washington 25, D.C., or from any Commerce Field Office.

All Overseas Business Reports (OBR's) are priced at 15 cents, and the prices of World Trade Information Service (WTIS) booklets are listed with each individual reference.

Argentina

Outlook for more U.S. exports dim but industry needs supplies

iron, steel
electric machinery
and appliances
motor vehicles



The picture in Argentina is not encouraging for increased U.S. exports during 1963. With elections promised for June, more emphasis on political considerations can be expected to have a debilitating effect on the economy. The short-lived revolution of early April probably will result in some setback in the solution of economic problems.

The political struggles of 1962 sharply divided the country and undermined confidence. Rising costs of living, growing unemployment, labor unrest, balance-of-trade and -payments deficits, sharp curtailment of credit, and general business recession plagued the country. Serious droughts in the most productive areas aggravated conditions. By early 1963, some undertone of optimism was beginning to emerge, however, as a result of scattered signs that the bottom of the depression might have been passed. Several international financial assistance agreements were concluded, heavy rainfall had improved the agricultural and livestock outlook, bank liquidity had increased, and a more favorable balance of trade appeared possible.

Expectations for U.S. exports to Argentina during 1963 are dim. Argentina's overall trade deficit was $170 million in 1960, $481 million in 1961, and $141 million in 1962; and the trade deficit with the U.S. was $308.1 million in 1962, $299.4 million in 1961, and $236.9 million in 1960. The Government hopes to reverse the trade deficit trend through maintenance of exports and a decrease in imports, including an estimated reduction in imports of one major category, machinery and vehicles, from $728 million to $350 million. U.S. exports are predominantly in this category.

Hope of maintaining exports and decreasing imports significantly may be somewhat wishful. Commercial imports can be restrained by shortages of foreign exchange and credit, and by trade restrictions, but raw materials must be obtained abroad if the industrial sector is to continue to operate, and capital equipment is necessary if the economy is to progress.

Opportunities for U.S. suppliers may be expected from projects financed under the Alliance for Progress and from the recently concluded negotiations for international financial assistance. The resulting agreements included $50 million through an extension of an International Monetary Fund standby credit, $25 million through a stretch-out of a U.S. Treasury credit, $20 million from the Agency for International Development, and $20 million from the Export-Import Bank. AID project financing for $80 million was authorized last year, but because of the political turmoil, planning was interrupted. Efforts began at the end of the year to get $60 million worth of these moving, and a $30 million highway loan was approved, which also made possible the use of a $35 million World Bank credit of 1961. The Inter-American Development Bank also approved a large housing loan.

Foreign investment had reached a peak in 1961, with heavy U.S. participation, but slackened drastically in 1962 in the face of political and economic problems, although potential interest continued high.

Argentine exports in 1962 (values in millions) based on Argentine statistics totaled $1,209.5, up 25.4% from $964.1 in 1961, and imports totaled $1,350.1, down from $1,460.4. Exports to the United States amounted to $88.3 or 7.3% of total exports, an increase from $83.8 in 1961. The U.K. remained Argentina's chief customer with 16.8% of exports, followed by the Netherlands, 14%; Italy, 11.5%; and Germany 9.9%. Imports valued at $396.4, or 29.4% of total imports, up from $383.2 and 26.2% in 1961, gave the U.S. a continued lead as chief supplier, followed by Germany, 13.7%; Italy, 9%; and the U.K., 8.8%. In U.S.-Latin American trade, Argentina remained the fourth largest customer, but dropped from seventh to eighth largest supplier.

The composition of U.S.-Argentine trade, based on U.S. statistics, remained basically the same. Machinery and vehicles accounted for 75.5% of the value of U.S. exports to Argentina, compared with 71.2% in 1961. Other leading categories were metals and manufactures, 5.6%, and chemicals and related products, 5.9%. U.S. imports from Argentina continued to comprise mainly raw wool, meat products, and inedible animal and vegetable products, mostly casein and tung oil.

GNP declines

The Gross National Product is unofficially and tentatively estimated to have decreased in 1962 by about 3.5% in constant 1950 prices, or about 4.3% on a per capita basis. Between the election month, March, and the close of the year, the peso depreciated from 83 to 134 to the dollar, with intermittent declines reaching a low quotation of 154. The cost of living rose about 32% over 1961, as compared with 18.8% in the previous year and 12.1% in 1960. Industrial output dropped an estimated 20% in important branches of industry and the number of unemployed at year end was variously estimated at between 250,000 and 500,000, concentrated largely in industrial lines. Work stoppages, wage arrearages, shortened work weeks, and decreasing real wages caused increased labor tension.

The ultramodern Government-owned steel plant SOMISA was running at less than half capacity by the end of the year, and had accumulated large inventories. Petroleum production increased by 15%, to 95 million barrels, but this was insufficient to match the increase in consumption. Although one of the last industries to feel the impact of the recession, automotive vehicle production dropped during the year. January 1963 production was only 7,352 units, compared with 12,397 in January 1962.

Production and export of the principal export grains increased substantially, especially in wheat and corn, and the principal oilseed crops also gained. Livestock and meat production increased in the first 9 months, but animal yields were lower.

Australia

Upsurge in business activity offers promising prospects to U.S. exporters

Australia will continue to offer very substantial opportunities to U.S. exporters and investors in the remaining months of 1963. There is an upsurge in business activity and a generally optimistic outlook in the business community for the near-term.

Inflationary pressures have been curbed; unemployment is at a low level; gross national product is growing at an annual rate of about 7%; foreign trade is at a record level; and the country's external financial position has improved in recent months.

The buoyant atmosphere is dampened somewhat by the continued uncertainty regarding commercial relations with the United Kingdom in the wake of rejection of the UK's bid for Common Market membership, the worsening trends in world prices of Australia's primary exports, and the still unsettled issue of Government policy on tariff protection for domestic industry.

Heightened activity

Most sectors of the economy except housing and construction showed higher levels of activity in 1962 than in 1961. New Government measures designed to stimulate home building—announced in February—should provide the stimulus needed to keep this sector operating at a higher level.

According to Australian statistics, imports in the last quarter of 1962 were running at an annual rate of $2.4 billion; the U.S. share was 20%, about the same as 1961. Australian exports were also running at about the same yearly level, with the U.S. share amounting to only about 12% of the total. After the UK, the U.S. remained Australia's second supplier, but inroads are being made by the European Economic Community and Japan, and U.S. exporters will face increasing competition in Australia from these countries. The U.S. in 1962 was again the No. 3 market for Australia's exports after the UK and Japan, but Japan may well replace the UK soon as Australia's No. 1 export market.

Heavy buying of raw materials during the July-November period and a slowdown in exports had caused monthly deficits in the trading accounts during the third quarter of 1962, but the overall deficit for the 9-month period ending March 31 was down to about $29 million, and the overseas reserves stood at $1.4 billion at the end of February, enough to sustain the import bill for 7 months at 1962 levels.

Sharp rise

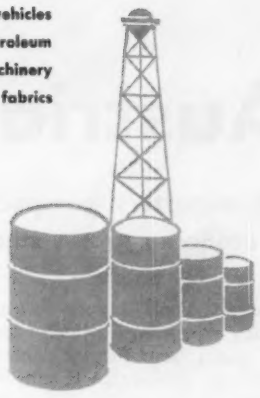
According to U.S. data, exports to Australia in 1962 totaled $395 million, up 26% over 1961, the sharpest rise recorded for any major U.S. overseas market. U.S. imports from Australia amounted to $290 million, a 55% rise over the year before. Larger shipments of machinery and equipment, motor vehicles, chemicals, cotton, rubber, and consumer goods accounted for the increase in U.S. exports; the import increase was due mainly to heavier U.S. purchases of Australian meat, wool, lobsters and non-ferrous metals.

Prospects good

The opportunities are generally good for U.S. exports, despite the rapid expansion in Australia's manufacturing sector and increased competition from the UK, EEC countries and Japan. Most promising are all kinds of producers' equipment for development programs in minerals, in road- and building-construction and other related fields and for synthetic fibers, plastics, and all kinds of chemicals. Domestic producers are being given increased tariff protection, and this is rapidly becoming the most significant factor in selling in the Australian market. Thus, U.S. exporters will need to give even greater attention to price factors and to providing better service facilities.

Investment

Capital inflow, resuming its upward trend in the last half of 1962, is now running at an annual average of $450 million, with U.S. investments in 1962 comprising about one-fourth of the total.



Although no restrictions are placed on foreign investment, the Government strongly favors joint ventures in which Australian capital and management can play an active, even if secondary, role.

Possibilities

Victoria and New South Wales continue to attract the bulk of foreign investment, particularly in secondary industrial products. However, other States also offer many good possibilities. Most promising fields are in oil exploration, particularly in Queensland; salt, gypsum, and tuna fishing and processing in South Australia. Western Australia is particularly interested in attracting investment in tire manufacturing, in the processing of minerals, production of petrochemicals, and in construction of modern hotels.

Present indications are, however, that the recent increase in U.S. investment is being felt throughout the Australian economy in the many development projects and programs underway and planned.

Data available

Additional information can be obtained from the following Dept. of Commerce publications:

Living Conditions in Australia. OBR 63-11. 10pp.

Import Tariff System of Australia. OBR 62-43. 2pp.

Basic Data on the Economy of Australia. OBR 63-38. 20pp.

Establishing a Business in Australia. WTIS, Part 1, No. 60-49. 13pp. November 1960. 10 cents.

Licensing and Exchange Controls, Australia. WTIS, Part 2, No. 62-36. 5pp. June 1962. 10 cents.

motor vehicles
coal
iron, steel
electric machinery

Austria

U.S. exporters' prospects rising as economy grows steadily

Recent liberalization measures and steadily expanding quotas for non-liberalized goods have further enhanced U.S. exporters' prospects in the Austrian market.

As the country emerges from a severe winter and protracted coalition negotiations following the November elections, its economy can be expected to resume the gradual but steady growth which marked 1962. Wage-price pressures continue to command the attention of both Government and business.

Market opportunities

With each successive measure to facilitate imports, new vistas are opened up to potential U.S. exporters. Most recently, it was announced that the informal import quota for U.S. poultry had been raised to 1,500 metric tons for 1963—a figure almost double the 800-ton figure for 1962. The competitive position of U.S. feed grains also improved in March, when the Ministry of Agriculture indicated that future feed-grain tenders would call for payment in either freely convertible currency or Eastern clearing currency. Before March 20, all tenders called for payment exclusively in Eastern clearing currency.

Rapid increases in the consumption of filter-tipped cigarettes are boosting Austrian imports of U.S. leaf tobacco tremendously. Imports of U.S. tobacco almost tripled in both quantity and value in 1962, with the total value in 1962 equalling $4.4 million.

Consumer goods

Increased trade opportunities exist for a wide variety of consumer goods and other products. Organic and inorganic chemicals, pharmaceuticals, textile fibers, some fabrics and garments, and household appliances are high among the categories benefitting from recent liberalization steps. Especially good prospects exist for labor-saving and other advanced types of machinery. A surging interest in frozen foods has created a demand for food-processing and packaging, deep-freezing and cold-storage machinery and equipment.

Detailed lists of individual commodities benefitting from recent liberalization steps have appeared in earlier issues of INTERNATIONAL COMMERCE.

In support of U.S. exporters desiring to sell in Austria, the U.S. Government plans to have trade information booths at forthcoming fairs in Wels, Dornbirn, Klagenfurt, Ried and Innsbruck. It is expected that the U.S. will also participate in the most important Austrian international fair—the Vienna Fall Fair.

U.S.-Austria trade

After a slow start in the first 5 months of the year, U.S. exports to Austria responded strongly to the stimulus provided by liberalization, increased quotas and unilateral tariff reductions. June-November gains were especially impressive, and by year's end these exports had climbed to within $1.5 million of the $88 million total registered in 1961. According to official sources, the U.S. share of the $1.6 billion Austrian market slipped from 5.9 to 5.6% in 1962. Statistics on incoming trade for the first 2 months of 1963 indicate that the U.S. longshoremen's strike was responsible for another slow start this year. Settlement of the strike brightened hopes for a sharp rise in the spring and summer.

Big earners

Austria's exports to the United States, which still account for less than 4% of total exports valued at $1.3 billion, rose slightly from $46 million in 1961 to $49 million last year.

As in previous years, grains, cotton, tobacco, coal, chemicals and machinery constituted the big earners for the United States in 1962, while Austrian exports to the U.S. were led by glassware and clothing.

The hope for an accommodation with the European Economic Community, which still accounts for over half of Austria's trade, serves as a motivation to increase productivity and improve Austrian competitive ability. In this context, it is expected that additional trade liberalization steps will be accomplished before the end of the year. Mounting wage and price pressures also may influence the government to speed up its trade liberalization program to satisfy rising domestic demand.

Deceleration

Austria's Gross National Product rose only 2.3% in real terms during 1962, compared with 5.2% in 1961 and 9% in 1960. This deceleration is attributable to a leveling-off of the boom in the nonfarm sectors and adverse weather conditions affecting agricultural output. The total value of all goods and services produced in 1962 equalled $7.2 billion, an increase of 6% in current prices over the GNP for 1961. Economic development in the first months of 1963 was retarded by the severe winter which persisted until mid-March.

Paced by record tourist earnings, the country's balance of payments in 1962 closed with an all-time record surplus of $227.7 million, compared with $132.5 million in the preceding year. Holdings of gold and foreign exchange increased correspondingly to $1,047 million, a 27% jump over the preceding year. Demand for new credit remained modest and bank liquidity continued to grow.

Proposed increases in turnover equalization tax rates and annual automobile taxes may temper the market for some U.S. products.

Additional information can be obtained from the following Dept. of Commerce publications:

Licensing and Exchange Controls, Austria. WTIS, Part 2, No. 62-8. 8pp. February 1962. 10 cents.

Basic Data on the Economy of Austria. WTIS, Part 1, No. 62-83. November 1962. 15 cents.

Marking and Labeling Requirements of Austria. WTIS, Part 2, No. 61-92. 5pp. December 1961. 10 cents.

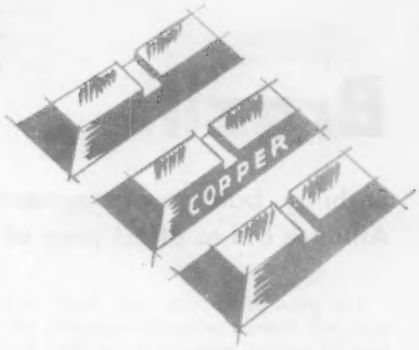
Pharmaceutical Regulations of Austria. WTIS, Part 2, No. 62-31. 3pp. June 1962. 10 cents.

Preparing Shipments to Austria. WTIS, Part 2, No. 61-31. 6pp. April 1961. 10 cents.

motor vehicles
copper
coal, coke

Belgium

Prosperity hinges on foreign trade; U.S. exporters meeting stiff competition



Belgium's prosperity in 1963 will be dictated largely by international trends, owing to the country's dependence upon foreign trade.

Industrial activity likely will be at about the same level as in 1962. Profit margins may be squeezed further by higher wage costs and continued shortage of labor, particularly in the coal, textile, and construction sectors.

To remain high

Foreign trade is expected to remain high, though possibly not at the record level of 1962, despite increasing foreign competition in Belgium's major export markets. High demand for consumer goods, stemming from virtual full employment and rising disposable income, is expected to bolster the economy, compensating for an anticipated leveling of capital goods demand.

Products which appear to have bright export possibilities for the U.S. trader include: pet foods, canned and otherwise prepared; gas ranges of smaller size with simple controls; children's apparel; baby's needs of all kinds; sports and camping equipment; kitchenware, such as stainless steel and clad-bottom pots and pans; electrical specialties, including control units for machinery, thermostatic and timing devices, components for electric control panels, and electronic components; packaging and filling machinery; building materials and components; automobile maintenance and repair equipment; area heating units; and chain saws and new forestry equipment.

Meeting competition

With competition increasing in the Belgium-Luxembourg (BLEU) market, U.S. manufacturers must be willing to supply goods and services adapted to specific requirements of BLEU purchasers. In sales promotion, nothing can replace the exporter's personal contact with prospective purchasers and with his agents in the country. Enthusiasm for selling and servicing U.S. products can be gained by training key foreign personnel at the factory in the U.S. Prompt servicing of orders and inquiries and minimum shipping periods are extremely important.

Provisional BLEU data for 1962 show total imports of $448.7 million from the U.S., 19% above 1961 totals. The U.S. share of the BLEU market rose from 8.9% in 1961 to just over 10% in 1962.

U.S. data recorded exports of $432.9 million to BLEU in 1962, up 6% from the preceding year. Although the commodity composition followed previous patterns, there were sharp variations in the amounts of many individual commodities traded. Agricultural items accounted for 30% of the total. The leading commodity group, grains and grain preparations, was up 26% at $67.6 million. For the second consecutive year, raw cotton exports fell heavily because of pricing, down 42% to $10.8 million.

Industrial machinery up

Industrial machinery led the manufactured products, rising 1% to $60.1 million. It was followed by motor vehicles, parts and accessories, $29 million (up 7%); chemical specialties, $24 million (down 3%); industrial chemicals, $16 million (up 4%); and electrical machinery and apparatus, $15.5 million (up 35%). Coal shipments recovered markedly, aided by Belgian liberalization moves, rising 42% to $12.5 million for bituminous and anthracite combined.

Industrial production in the second half of 1962 registered new highs in several sectors. Metal manufactures had an especially good year, and sheet-glass output climbed well above the 1961 level. Electric power production also rose substantially, and late October saw the first electric power produced from nuclear sources. Construction, despite cold weather and a labor shortage, scored a major increase. Except for cotton-weaving, textiles did well, with carpet sales to European markets bolstering the woolen sector.

Steel production reached 7.2 million metric tons, 4% above the 1961 level. Coal production (21.2 million tons) and stocks continued to decline. Tightness in the labor market brought a profit squeeze and slowed expansion in many industries.

New foreign investment continued substantial, though the number of new firms seeking to establish operations in Belgium began leveling off. The National Investment Corporation was established in October with a capital of $40 million to supply risk funds and promote domestic mergers and joint ventures between Belgian and foreign investors.

Fiscal reform

The long-awaited Fiscal Reform Law became effective in December, introducing a unified tax system in place of the earlier one based on separate sources of income.

On July 30, 1962, Belgium implemented the EEC Common Agricultural Policy (CAP), initially including grains, eggs, poultry, pork, fruits and vegetables, and wine. The application of the CAP to grains, pork, eggs, and poultry is based on the imposition of an equalization levy on imports of these commodities. Regarding fruits, vegetables and wine, the CAP is based on the fixing of common quality standards.

Additional information can be obtained from the following Dept. of Commerce publications:

Economic Developments in Belgium, 1962. OBR 63-75. 8pp.

Import Tariff System of Belgium, Netherlands, and Luxembourg, OBR 63-25. 3pp.

Marking and Labeling Requirements of Belgium. WTIS, Part 2, No. 62-60. 2pp. October 1962. 10 cents.

Pharmaceutical Regulations of Belgium. WTIS, Part 2, No. 61-74. 4pp. November 1961. 10 cents.

Brazil

wheat
petroleum products
motor vehicles
iron, steel

Stability, balance of payments situation, Alliance aid to affect pace of imports

The pace of imports into Brazil this year will depend primarily upon the degree of success attained in carrying out the stabilization program and improving the country's balance of payments situation.

It will also depend on the amount of loans and credits granted under the Alliance for Progress program.

A 3-year plan for economic and social development, which seeks to maintain a rapid rate of economic growth and to reduce the rate of inflation, was announced in Brazil last December, and steps toward the beginning of a stabilization program have been taken.

The Minister of Finance outlined a stabilization plan in February, and the following month he visited the United States for negotiations involving financial assistance to support the Brazilian program of stabilization and development (see International Commerce, April 8, 1963, p. 6).

U.S. sales limited

U.S. sales to Brazil, aside from wheat and fuels, are limited almost entirely to capital equipment, industrial raw materials, and highly specialized classifications. Because of her balance of payments exigencies, Brazil has had to impose tariff and exchange controls which, in general, make the importation of consumer and light industrial goods commercially infeasible.

Exporters encounter stiff competition from other foreign suppliers to the Brazilian market and, to win orders, must show complete understanding of the needs of the prospective purchaser and flexibility in meeting his demands as to the product, credit terms, service requirements, and other specifications and facilities.

Total U.S. exports to Brazil in 1962 amounted to $425 million, a reduction of 14% from the $494 million registered in the preceding year. The principal commodity groups represented in the trade in 1962 were industrial machinery (21%), wheat (18%), chemicals and related products (13%), nonmetallic minerals, including coal and lubricating oils (9%), metals and manufactures except machinery and vehicles (6%), and electrical machinery and apparatus (5%), thus accounting for 72% of the total.

The value of imports into the U.S. from Brazil declined by 4%, from $562 million in 1961 to $541 million in 1962. Coffee, which represented 66% of the total value in 1961 and 67% in 1962, was imported in increased quantity in the latter year but at a lower average price per pound. Sugar and manganese ore were the next most important commodities. Among the other commodities imported from Brazil in significant quantities were castor oil, meat products, menthol, Brazil nuts, hides and skins, carnauba wax, lobsters, and sisal.

Brazil's total imports

Brazilian imports from all sources in 1962 increased to $1,474 million, from $1,460 million in 1961, while exports declined to $1,214 million, compared with $1,403 million in the earlier year. The trade deficit in 1962 thus amounted to $259 million in 1962, up from $57 million in 1961. The U. S. share of the Brazilian import trade in 1962 was 31%, compared with 35% in the preceding year.

A new foreign investment law, which became effective in September 1962, imposes restrictions on profit remittances and the reinvestment of profits, as well as on other aspects of foreign capital operations. The prospect of the new legislation, together with the acceleration of the inflationary situation and the prevailing political uncertainties, resulted in a sharp reduction in new foreign investments in Brazil in 1962.

Brazil reverted to the presidential form of government in last January, following a plebiscite that repudiated the parliamentary system which had been instituted in September 1961. During the period under the parliamentary system, economic decisions had been postponed, with the result that a serious fiscal instability and record inflation developed. The cost of living in the State of Guanabara (city of Rio de Janeiro) increased by 53% in 1962, and an even sharper rise occurred in Sao Paulo. The financing of the Federal budget deficit to an important extent by the issuance of paper currency brought about a rise of 65% in currency in effective circulation.

Growth rate down

The rate of economic growth, influenced by political uncertainties, rampant inflation, and a sharp reduction in new foreign investments, declined in 1962 from the high level of the immediately preceding years. Preliminary estimates indicate a growth rate of 3.5% in 1962, compared with an average of 7% annually in 1957-61; when the influence of the drop in coffee production in 1962 is eliminated, the rate of increase was 4%. National income on a per capita basis is estimated to have risen by less than 0.5% in 1962 or, allowing for the reduced coffee production in that year, by about 1%, compared with an average of 3.9% annually in 1957-61. The growth rate in the manufacturing sector was 6.9% in 1962, down somewhat from 8% registered in 1961.

Anti-inflationary measures taken in late 1962 and early 1963 include the enactment of increases in the income and consumption taxes, the elimination of subsidies on imported wheat and petroleum, reductions in Government budgetary expenditure allotments for 1963, and bank credit restrictions. The operation of credit controls is reported to have resulted recently in some reduction in business activity.

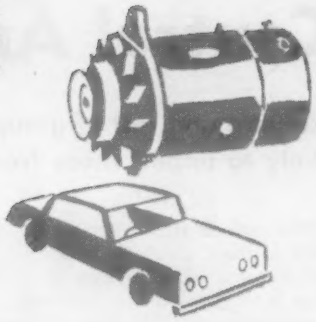
Additional information can be obtained from the following Dept. of Commerce publications:

Economic Developments in Brazil, 1962. OBR 63-70. 9pp.

Brazil's Licensing and Exchange Controls. OBR 63-31. 11pp.

Foreign Trade of Brazil, 1960-61. OBR 62-63. 4pp.

motor vehicles
petroleum
iron, steel



Canada

Another high performance held in sight; prospects for U.S. sales to be brighter

Another year of high performance appears in sight for the Canadian economy this year. The Gross National Product (GNP) will probably show a further although smaller advance than the 8% rise recorded in 1962.

The economy tended to level off during the last half of 1962. The exent of the spring rise is not yet indicated, but manufacturing employment and exports held firm over the winter, reflecting strength in both income and commodity demand.

Surcharges lifted

Prospects for U.S. exports can be considered brighter than in the second half of 1962, inasmuch as the last of the tariff surcharges imposed in the exchange emergency of last June was lifted beginning April 1.

However, the currency differential continues to give Canadian producers a substantial (7½%) competitive margin which will continue to hamper imports until Canadian prices rise. Most prices are moving up only very slowly, which suggests that producers are attempting to hold the currency advantage as long as possible.

Industrial machinery popular

A continued good market for industrial machinery, the leading category of U.S. exports, is indicated by the official Canadian survey of capital investment intentions for 1963.

A 5% increase in the Canadian dollar value of machinery outlays is forecast for the year, bringing them to a new high, 3% above the 1957 boom year. This percentage, however, is considerably less than the increase of 13% last year over the recession year 1961.

Some change in emphasis is indicated by the completion of large mining projects. Pulp and paper production, chemical processing, and hydroelectric plants will be the chief facets of expansion.

A further 4% rise in construction outlays in 1963 is forecast but it is only half of last year's advance and is concentrated more in public service facilities with less impressive commercial building. The home building program, important for many lines of export, is not expected to show much change in the number of starts from last year, the largest since 1959.

Household durables figured largely in record consumer expenditures in 1962. Not much more than seasonal change has been indicated in early 1963 markets but stocks have increased significantly.

In these products, and in automobiles which have been establishing new sales records over the past year, the impact of Canadian consumption on exports is registered largely in the components of production which the Canadian branch plants of U.S. companies are under pressure to divert to Canadian sources. But there is some finished export which was seriously reduced by the tariff surcharges in late 1962 and it now has prospects for revival.

Non-durables

Textiles, one of the important lines of the non-durable export items, should also be favorably affected by relief from the extra tariff imposed last year which was reflected in somewhat reduced cotton fabric trade in 1962 with the man-made fibres export remaining about the same. Canadian cotton mills profited from the increased protection and were very active in 1962 but they purchased less raw cotton, reportedly because of uncertainty over U.S. cotton price policy.

The higher price of imports also appears to have been responsible for some scattered declines in the large fresh and processed fruit import from the U.S., although the parallel vegetable import was well sustained.

Trade mutually enlarged

U.S. exports to Canada were valued at $4,042 million in 1962, compared with $3,825 million in 1961, and imports from Canada at $3,661 million, compared with $3,267 million in the preceding year. This $400 million rise in imports is indicative of the strong support the U.S. market continues to provide for expanding Canadian production. The U.S. share of the total Canadian export rose to 59% from 55% in 1961.

At the same time, U.S. participation in Canada's total receipts of foreign goods was increased to 69% from 67% in 1961. This increase, in a year when trade potential was handicapped by the substantially higher cost of imports to Canadian purchasers, especially in the second half, is also explained by the importance in the U.S. trade of industrial materials and components important for Canadian production. They are not so important in other foreign supply.

U.S. exports, however, registered an uneven commodity development, with most groups which were high in the first half falling in the second half under the increase pressure.

Canadian vanillin imports found not harmful to U.S.

After an investigation, the U.S. Tariff Commission has unanimously determined that an industry in the U.S. is not being, and is not likely to be, injured by the importation of technical vanillin from Canada, sold at less than fair value within the meaning of the Antidumping Act of 1921.

The importation of an article sold "at less than fair value" is not *ipso facto* injurious. The sole exporter of Canadian technical vanillin has sold its product either directly, or through exclusive commissioned distributors, to U.S. consumers at delivered prices equal to or higher than the delivered (or their equivalent) prices offered by the predominant U.S. producer of technical vanillin. That producer offered no evidence of injury or likelihood thereof and the Commission found none.

The importation of Canadian technical vanillin under such circumstances cannot be considered as injurious or likely to injure an industry in the U.S.

Central America

Panama and rest of group held likely to import more from U.S.

motor vehicles
petroleum products
electric machinery
electric appliances

The outlook is for increased U.S. exports to the Central American countries and Panama. Dollar-value of U.S. exports is expected to rise, although, as in recent years, the U.S. share of total imports may diminish.

U.S. exports in 1962 were impressive and should continue so for automobiles and transportation equipment and their parts and accessories, construction and other industrial equipment, electrical machinery, pharmaceuticals and chemicals. Central American buyers continue to regard sale-terms as important, stressing payment conditions and delivery dates.

Guatemala

In Guatemala, the outlook for 1963 is clouded by political and economic tensions. Political unrest and a critical fiscal situation offset an otherwise favorable foreign-trade picture and the rise in foreign-exchange holdings.

Guatemalan imports totaled $112 million during the first 9 months of 1962, a mild increase over the same period of 1961, with the U.S. share up from 47% to 49%.

Exchange controls imposed in October 1962 have been eased. The Government has introduced new tax legislation to increase revenue and a new income tax will become effective in July 1963.

El Salvador

El Salvador had a good year in 1962, sparked by an upsurge of business confidence. Indications for 1963 are for continued expansion of the economy with increasing prospects for U.S. business.

Exchange reserves rose satisfyingly due to returns from exports of sought-after Salvadoran cotton and stabilizing coffee earnings. Exchange control, never intended to discourage imports, continues.

Imports for 1962 topped the previous high set in 1960, reaching $124.8 million, the U.S. remaining largest supplier with 36% of the total.

Honduras

Honduras continued to look to the United States as her largest supplier in 1962. The United States this year stands to benefit from increasing interest in development of the Honduran economy. Honduras entered the Central American common market in 1962.

Imports for 9 months of 1962 totaled $62.6 million, of which $31.8 million were of U.S. origin, and running ahead of a year ago.

Nicaragua

Nicaragua appears to be headed for continued economic progress, with prospects for moderate increases in U.S. trade, in 1963. Increased exports dominated by cotton sales helped raise foreign-exchange holdings to a record $18.4 million in December 1962. This trend appears likely to extend into 1963.

Nicaraguan imports of $70 million in the first 9 months of 1962 were up 30% over 1961. The U.S. share is about 50%.

Nicaragua continues to have a good record of financial stability. Free convertibility of the cordoba was set in March 1963.

Costa Rica

Costa Rica's impending entry into the Central American common market in 1963 should stimulate the economy, although prospects for increased U.S. trade with the country are dim. While exports showed modest improvement in 1962 because of relatively stable world coffee prices, Costa Rica did not share significantly in the cotton boom. International reserves are adequate but leave no room for complacency.

Costa Rican imports in 1962 were valued at $113.5 million, a rise of $6.4 million over 1961. The U.S. supplied 46%.

While the politically stable country has continuing budgetary problems, they have been eased by new taxes and external loans.

Panama

Panama's growing economy is reasonably free from balance-of-payments difficulties, due primarily to a steady inflow of dollars from the Canal Zone.

Gross national product in 1962 was approximately $500 million, up 8.5% over 1961, with a per capita of $445, up 5.5%. The 1963 outlook promises a further rise.

Panamanian imports increased in 1962 to $145 million from $124 million in 1961. The U.S. supplied less than 40% of the imports but bought over 90% of Panama's exports.

Common market

It is anticipated that over the next 6 months, the countries of Central America, with the final accession of Costa Rica, will implement the final stages in the formation of their common market. During this period, it is not expected that there will be any immediate effect on over-all United States exports. While some exports to the area may be adversely affected by higher duties, particularly in Honduras, exports may be stepped up to such previously high-duty countries as Costa Rica and Nicaragua.

With the expected adhesion of Costa Rica and with the broadened market this implies, a further acceleration of already growing intra-Central American trade is foreseen.

There is a growing awareness on the part of Central American businessmen—shared by many U.S. traders—that closer commercial relationships will be to the advantage of those wishing to share in the area's expected economic growth.

Assessments of future prospects for U.S. exporters in each Central American republic and Panama, particularly in terms of Central American common-market trends, were the subject of special reports in International Commerce *on March 18 and April 1.*

Additional information can be obtained from the following Dept. of Commerce publications:

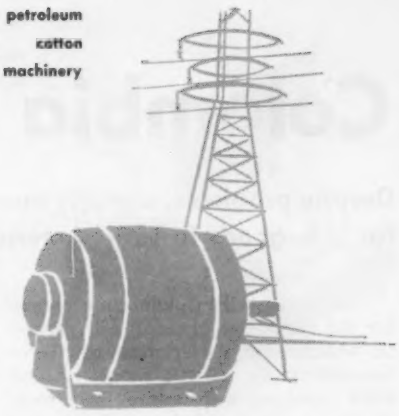
Basic Data on the Economy of Guatemala. OBR 62-35. 24pp.

Import Tariff System of Honduras. OBR 62-3. 2pp.

Investment in Nicaragua. OBR 62-14. 9pp.

Chile

petroleum
cotton
electrical machinery



General economic picture brighter; openings for U.S. capital goods

The business outlook in Chile is somewhat improved. Necessary currency devaluation has been accomplished, unemployment is less serious, industrial production is increasing and the general economic picture is more stable than a year ago.

On the unfavorable side, the threat of further inflation is still present. Prospects for a balanced government budget are not good and balance-of-payments difficulties remain as a restrictive influence on the country's import policy.

Within this setting, the Chilean market offers a limited opportunity for a modest increase in exports from the United States of goods considered essential or called for in the national development effort. The long-term outlook for private investment is generally favorable.

Import leaders from U.S.

The principal U.S. exports to Chile in 1962 were: Industrial machinery, including construction, earth moving and mining equipment; electrical machinery and equipment; tractors; automotive vehicles, including trucks, engines and bodies; railway equipment; chemicals; medicinals; fertilizer materials; miscellaneous metal manufactures and some foodstuffs. Sales opportunities are expected to continue in these lines with particular interest in capital goods and equipment for forestry development, agricultural use, metalworking, housing construction, fisheries and transportation.

Recent loans and credits to Chile by U.S. and international lending agencies will serve to stimulate import demand. In 1963, expected progress in furthering the developments called for in Chile's 10-year plan (1961-70) will provide increasing opportunities for marketing imported goods.

Growing challenges

U.S. exporters will face growing challenges by third-country suppliers in doing business in Chile over the months ahead.

Significantly, European traders supplied 33.6% of Chile's total 1962 imports. Favorable credit terms and effective sales policies on the part of the Europeans are cited as the principal reasons for their growing foothold in the market.

Credit and insurance programs sponsored by the U.S. Government are offered to assist exporters, but in Chile as in many other markets, services offered by the exporter are of prime importance.

Drawbacks

In some respects, Chile is not a particularly encouraging market for U.S. shippers. Continuing shortages of dollar exchange, highly complicated trade controls, payment delays, tight credit and local price fluctuations weigh heavily against a greater interest by exporters.

The Government of Chile has taken steps that will lessen the burden of some of these dampening influences on doing business with Chilean firms in the past few months. Import surcharges were reduced on February 18 to levels existing prior to the October 1962 devaluation. In mid-February measures were enacted to strengthen the country's price controls. On March 27 the Central Bank announced a financing arrangement by which it is hoped that the outstanding commercial backlog will be substantially reduced.

Favorable trade balance

Chile's severe import restriction program and the October 1962 devaluation of the escudo have had their effect in bringing about a favorable trade balance for the year 1962, according to preliminary official figures released by the Chilean Customs Service. Total imports are shown at $517.9 million for the year and exports are valued at $532.1 million. Chile thus enjoyed a favorable balance of trade of $14.2 million. This compares with an unfavorable balance of $82.2 million in 1961. Imports in 1962 were down $72.6 million from the 1961 level. Exports in 1962, on the other hand, increased $23.8 million over the 1961 amount.

U.S. share

The U.S. share in Chile's import market registered a further drop in 1962, accounting for 38.6% of total imports. In 1961, the U.S. share was 40.2%. West Germany, the United Kingdom, France and Italy were the principal European suppliers to Chile in 1962. Japan supplied a relatively small amount of goods ($14.6 million) to the Chilean market last year.

In the early months of 1963, domestic production and sales continued at the relatively high level achieved in 1962 when the average industrial production index rose about 11% over the figure for the previous year. Metals and metal products, petroleum refining, beverage production, furniture making, textiles, nonmetallic minerals and food products were among the industries showing important gains. Particularly encouraging were the advances in output in the copper and iron-mining sectors.

Other indicators of Chile's economic position present a mixed outlook. The country's basic balance of payments and exchange situation has certainly not improved to any very marked extent. The Central Bank, in a public announcement at the end of March, however, noted some improvement and predicted balance-of-payments equilibrium in 1963. Central Bank foreign exchange and gold holdings at the end of February were down, compared with January and the 1962 average.

Cost of living up

The cost-of-living index continued to rise in January and February. Later figures are not reported but the price control regulations imposed in February may be having some effect.

A new investment-guarantee agreement between the United States and Chile has been under consideration for several months. The new agreement, when finally approved, is expected to provide additional coverage to that specified in the existing 1960 agreement. The new agreement should go far toward stimulating increased U.S. private-investment interest in Chile.

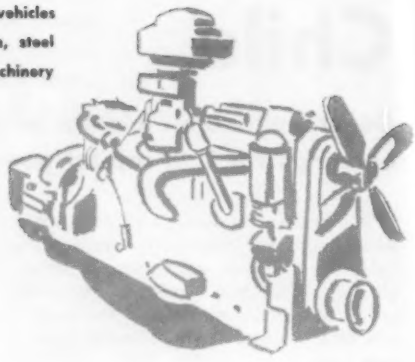
Additional information can be obtained from the following Dept. of Commerce publications:

Economic Developments in Chile, 1962. OBR 63-71. 8pp.

Colombia

Despite problems, a major market for U.S. goods in Latin America

motor vehicles
iron, steel
electric machinery



The course of the Colombian economy for the remainder of 1963 will depend on whether the Government can solve successfully its current monetary and fiscal problems which have their roots in the continuing balance-of-payments deficit and in Government budget deficits.

Inflationary increases in the cost of living, Government difficulties in raising budget revenue, and extremely tight credit conditions feature Colombia's current problems in adjusting to devaluation of the peso in November 1962.

Despite these difficulties, Colombia remains one of the principal markets for U.S. exports in Latin America and a country that offers long-term investment possibilities.

Materials, equipment needed

Colombia's rapidly expanding manufacturing industries (estimated growth rate in 1962: 5.7%) are highly dependent on imports of machinery and equipment, intermediate goods, and industrial raw materials. At the same time, development projects in Colombia require an increasing amount of capital goods. Examples of the types of goods currently in greatest demand are: Power generating machinery; construction, excavating, mining, oil and related machinery; mining tools, agricultural machinery, and implements and tractors; aircraft; automobile parts and components; pigments, paints, varnishes, plastics, and resins; tinplate; metalworking machine tools; and scientific and professional apparatus and supplies.

The Colombian market has become increasingly competitive in recent years. Although a substantial part of Colombian imports are now financed by the U.S. Government, U.S. exporters must extend flexible credit terms to sell competitively in this market. Such flexibility is particularly necessary if a U.S. product happens to be higher priced than a similar foreign product. Terms of 120 to 180 days are common in sales to Colombia. Many exporters may wish to finance the importer's prior-import deposit in order to maintain and strengthen their competitive position. Prior import deposits range from 30% to 120% depending on the item to be imported. Since deposits often require the importer to tie up his money for periods up to 9 months, U.S. exporters who finance these deposits will find themselves in a better competitive position.

Although Colombian credit worthiness has demonstrated itself in recent years, exporters may avail themselves of credit insurance and guarantees offered by the Export-Import Bank in conjunction with the Foreign Credit Insurance Association, 60 John Street, New York 38, N.Y.

U.S. chief supplier

The United States is by far Colombia's principal supplier of imported goods. Official Colombian statistics show that imports from the U.S. amounted to about $277 million c.i.f. in 1962, 52.7% of the total market. On the export side, Colombia exported goods to the United States valued at $265.3 million or 57.2% of total exports. Coffee alone represented 83% of exports to the U.S.

International interest in Colombia's development was clearly demonstrated early in 1963 when a consultative group consisting of the U.S., 16 other nations and the international lending agencies met in Washington to consider financing of public and private development projects costing $463 million. Now under study or to be studied by the group until June 1964 are projects in electrical power, telecommunications, transportation, irrigation, land reclamation, health, education, and housing. In the private sector, the nation's main steel plant hopes to obtain a $30 million loan from the World Bank for expansion of facilities. Several investment companies and a housing cooperative planning a program for middle income families are also requesting financial assistance from the international agencies.

One of the most significant of recent developments affecting Colombia's future was establishment of a private investment fund. The fund, to be administered by the Bank of the Republic, will enable Colombian and foreign investors in Colombia to obtain financing for projects given priority under Colombia's development plan. Financial resources are to be $40 million a year for each of the next 3 years and are to be contributed by the Agency for International Development and other international lenders.

Commerce-AID program

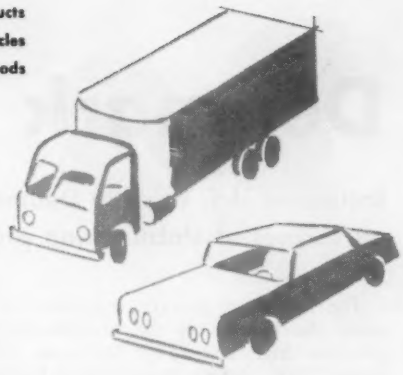
As part of the Alliance for Progress effort to stimulate U.S. private investment, Colombia has been chosen for a special Commerce-AID program designed to call attention to investment opportunities in that country and to promote joint ventures with Colombian interests. Selected industrial sectors for promotion are: Food processing, meatpacking, lumber and wood products, and metal processing (INTERNATIONAL COMMERCE, Apr. 15, 1963, p. 16).

U. S. investors in Colombia now may apply to AID for investment guarantees. Under the new program, investors can insure against risks of expropriation, inconvertibility, war, and revolution.

As mentioned, Colombia has been going through a difficult period of stabilization since devaluation of the certificate rate of the peso from 6.70 to 9.00 pesos per U.S. dollar. Devaluation has been followed by an inflationary trend featured by wage increases, and the setting of higher prices for certain key products. Meanwhile, the Government has continued its efforts to obtain needed budget revenues by presenting a number of tax bills to Congress calling for higher taxes. Most of these bills have not yet been acted upon.

To assist Colombia in the stabilization program, AID provided a loan of $60 million to finance essential goods and services imports from the U.S. and to finance development in the private sector.

petroleum products
motor vehicles
cotton piece goods



Congo

U.S. offered unique sales opportunities as nation-building task gets underway

The recent re-integration of Katanga and the gradual re-establishment of political stability should accelerate the Congo's (Leopoldville) economy and its return to an orderly system.

As the young country turns its energies toward the task of nation-building, the U.S. is offered a unique opportunity for expanded trade and investment there. Last year, the U.S. established itself as the Congo's major supplier for the first time in the history of commercial relations between the two countries.

At present, the Congo's economy, in spite of rising exports and increased manufacturing activity in the Leopoldville area, is still confronted with serious problems such as considerable unemployment, inflation, and budgetary imbalance.

This situation, however, should not affect the volume of U.S. exports to the Congo, since these continue to be financed mostly with AID funds tied to procurement in the U.S.

U.S. exports triple

The relative impact of U.S. commodities in the Congolese market has never been greater. In 1962, U.S. exports there more than tripled over 1961, reaching a total of approximately $68 million. This makes the U.S. the major exporter to the Congo, an unprecedented situation in the history of that country since Belgium has always been far ahead of the U.S. with respect to exports to her former colony.

Leading U.S. exports to the Congo in 1962 were vehicles and parts; industrial, construction, excavating and mining machinery; petroleum and petroleum products; meats and vegetable food products; and textile fibers and manufactures (including cotton cloth and cotton shirts). U.S. products are generally well received in the Congolese market, and are sold throughout the country.

To increase U.S. imports

In the immediate future, it is estimated, the Congo should increase its imports from the U.S. of industrial raw materials, spare parts, pharmaceuticals, chemicals, and machinery. Since independence, the Congo has received U.S. assistance in tied import aid amounting to about $76 million out of a total of nearly $81 million thus far committed.

In addition, the U.S., under the PL-480 program, agreed to provide the Congo with agricultural products valued at $42.8 million, and to be sold for local currency. This sum includes some $24 million worth of agricultural products which the U.S. agreed in February to make available to the Congo during the next few months. During this time the U.S. will, therefore, supply the Congo with approximately 45,000 metric tons of wheat flour, 30,000 of rice, 50,000 of corn, and varying quantities of beans (pea), dried whole milk, canned milk, nonfat dry milk, butter, cheese, frozen and canned chicken, leaf tobacco, and raw cotton content for gray cloth.

U.S. AID program

By introducing products and trading practices to the country, the AID program has been instrumental in bringing about the reorientation of the Congo's trading channels toward the U.S. U.S. sales to the Congo will undoubtedly continue to expand as long as the AID program is in effect.

However, U.S. companies should plan for the time when AID funds are no longer available, and should take steps to insure retention of the Congolese market. U.S. exporters should concentrate increasingly on commodities that are competitive with those of European origin, and should during this period establish sound American representation.

Investment prospects excellent

Excellent prospects are also seen for U.S. private investments in the Congo. In November 1962 the U.S. signed an Investment Guaranty Agreement with the Congo. This enables the U.S. Government to insure U.S. investors against inconvertibility, expropriation and loss due to war, revolution or insurrection.

Although the volume of U.S. private investment in the Congo since independence has been negligible, it should be noted that the Congolese and representatives of large Belgian firms there have publicly expressed a desire for U.S. participation in joint financial and commercial ventures.

Since the Congo is a large world producer of copper, cobalt, and industrial diamonds, and since U.S. investment in the Congo's mining industry has thus far been limited, this sector of the economy could become a choice area for U.S. private capital.

The Congo has traditionally been a good U.S. trading partner in Africa. The U.S. and the Congo are undoubtedly going to establish closer financial and commercial relations, and there can be little doubt about the importance of the Congo in the future of U.S. trade and investments abroad.

This central African Republic became independent in June 1960. The capital is Leopoldville, with a population of about 390,000.

The country, with an area of about 909,000 square miles, has a population of about 14 million. There are 86,404 miles of roads and 2,879 miles of railroads. The principal cities have large, modern airfields. The country has one ocean port, Matodi, which is on the Atlantic. The main transportation media, however, are rivers.

Data available

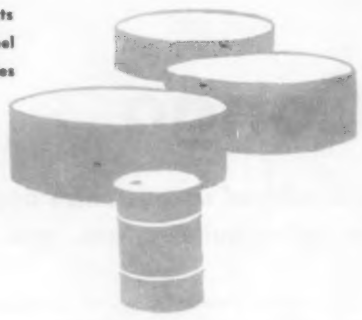
Additional information can be obtained from the following Dept. of Commerce publications:

Import Tariff Systems of the Republic of the Congo (Leopoldville). OBR 63-82. 2pp.

Africa: Sales Frontier for U.S. Business. Issued as a supplement to INTERNATIONAL COMMERCE. March 1963. 121 pp. $1.

Denmark

Increased U.S. sales to Denmark hinge on success of stabilization program



The American exporter continues to enjoy the benefits of the liberalization program inaugurated by Denmark in March 1960. Opportunities for expanding sales hinge on the success of the Government economic stabilization program in the coming months.

Denmark was characterized by the continuance of economic activity at a high rate in 1962, with large increases in incomes. The higher incomes resulted in demand pressures, which in turn were responsible for rising prices, a substantial trade deficit and the deterioration of the foreign exchange position. However, a considerable part of the imported goods, were utilized for investment in industry, which continued to expand and modernize production facilities. As Denmark moves toward greater industrialization, there is an increasing opportunity for the U.S. exporter to compete in the Danish market.

Further extensions

Denmark further extended liberalization of imports from countries within the Danish free-list area, which includes the U.S., on January 1, 1963.

The approximately 30 tariff items affected by this action which may be of interest to American exporters include: certain bulbs and other live plants; preserved cherries; refined fish and vegetable oils; margarine; meat extracts and juices; chewing gum; solid tires; complete wooden packing cases, boxes, crates; casks, barrels; builders' carpentry and joinery, including prefabricated and sectional buildings; machinery and apparatus for the bakery and meat industries; automatic vending machines; rectifiers and apparatus; trucks with a capacity of 3,000 kg. and more; special purpose motor lorries and vans; pianos; balls of sponge rubber and airfilled balls of rubber or plastic.

A U.S. Machinery and Equipment Trade Mission is scheduled to visit Denmark from June 3-23. The trade mission will explore and develop the market for labor saving machinery and productivity equipment. A limiting factor in the industrial growth of Denmark has been the labor shortage.

Denmark's total imports amounted to $2,125 million in 1962, compared to $1,869 million in 1961. Total exports amounted to $1,632 million in 1962, against $1,516 million in 1961. Denmark's imports from the U.S. in 1962 totaled $175 million (8.2% of the total), compared to $160 million in 1961 (8.4% of the total). Denmark's exports to the U.S. amounted to $145 million (8.8% of total exports), compared to $140 million in 1961 (9.2% of the total).

Imports from U.S. up

Athough the U.S. share of the total Danish market declined a fraction in 1962, increased imports from the U.S. were registered in several categories—grains went up 90%; oilseeds, 32%; fodder, 70%; fruits and vegetables, 30%; chemicals, chemical products and plastic raw material, 11%; instruments, scientific and surgical, 30%; and textiles, textile products and clothing, 27%.

On the other hand, tobacco (down 17%), fibers (down 30%), and machinery and appliance imports (down 8%) from the U.S. declined in 1962.

In order to combat the instability brought on by a general and excessive rise in incomes, excessive consumer demand, over-activity in the building and construction sector, and the budget deficit, the Danish Parliament in the middle of 1962 introduced a general turnover tax of 9% at the wholesale level on most products except food. This tax became effective August 1, 1962. Additional restrictions were placed on building and investment activity. By the end of 1962 it became increasingly evident, despite the enactment of the tax, that prices continued to increase and the drain on foreign exchange reserves had not been halted.

On February 25, 1963, Prime Minister Krag introduced to the Parliament the Government's one-package stabilization program for 1963 and 1964. Twelve bills made up the package, relating to: the extension of wage agreements for 2 years with a prohibition on major strikes; social welfare benefits; tax relief; a new retail price index related to cost of living benefits, and increased authority to the Monopoly Control Board to administer price and profit freeze; and the continuation of agricultural subsidies.

Other bills called for the limitation on dividends and a ban on dividend shares; a system of forced savings to offset the increased cost of tax relief. Finally, the program called for the reintroduction of controls on housing rentals in the non-subsidized private construction sector.

The Parliament adopted the Government's comprehensive economic stabilization program in 2 stages on March 12 and 15.

Government hopeful

The Government is hopeful that the economic balance will be restored. Whenever this takes place, a member of Denmark's National Bank indicated that the easing of monetary policy and the lowering of interest rates should receive top priority as this would encourage investment and make Denmark's export industry more competitive.

Commerce publications

Additional information can be obtained from the following Dept. of Commerce publications:

Economic Developments in Denmark, 1962. OBR 63-58.

Preparing Shipments to Denmark. OBR 63-30. 7pp.

Import Tariff System of Denmark. WTIS, Part 2, No. 62-51. 2pp. September 1962. 10 cents.

Licensing and Exchange Controls, Denmark. WTIS, Part 2, No. 62-19. 8pp. May 1962. 10 cents.

petroleum products
iron, steel
cotton piece goods

Dominican Rep.

Increase in U.S. exports seen as economic activity expands

The spectacular rise in the world price for sugar, the major export commodity of the Dominican Republic, and the expanded financial assistance being received from the U.S. and international sources foretell a continued expanding rate of Dominican economic activity. This provides an excellent opportunity for a substantial growth of U.S. exports to the Dominican Republic during the remaining months of 1963 and in 1964.

Various measures are in progress to attract foreign direct investment to the Dominican Republic; however, while the future looks promising, it is doubtful that the situation will be clarified in time to attract any substantial amount of foreign capital during the remaining months of 1963.

Sugar sales income rises

Dominican exports of sugar and sugar by-products in 1962 were valued at $96.9 million compared with $67.1 million in 1961. The rise in value was the result of removal of economic sanctions by the U.S. in January 1962 and sale of most of the sugar crop to the U.S. at premium prices. Dominican income from sugar sales in 1963 should be even greater than last year as the latest report on the current crop indicates a production of 970,000 metric tons as compared with 852,000 metric tons last year. Furthermore, world spot prices for sugar in mid-April 1963 were about 7.5 cents a pound as against 2.7 cents a pound a year earlier. The Dominican Central Bank balance-of-payments estimates for 1963 show receipts from exports at $236.9 million against $172.5 million for 1962, reflecting primarily the anticipated rise in income from sugar.

Import capability up

Receipt of long-term capital by the Dominican Republic in 1963 will further increase the import capability of the country. In 1961, the Dominican Republic received no long-term capital, but in 1962 several long-term loan and grant agreements were signed. The loan agreements were a $25 million credit from AID, a $10 million line of credit from the Export-Import Bank, a $3 million loan from the Inter-American Development Bank and a P.L. 480 loan of about $5 million to finance rice imports. Only $14.9 million of these loans totaling $43 million had been drawn down by the end of 1962.

In addition, an agreement was signed in 1962 whereby the Dominican Republic will receive from the U.S. $22,750,000 collected from the sanctions fee imposed by the U.S. on imports of sugar from the Dominican Republic in 1960 and 1961. In the first quarter of 1963, two additional loans totaling $5.6 million were negotiated.

Most of the funds provided by these various agreements will be used to finance imports from the U.S. in 1963.

Imports almost double

Dominican imports from all sources amounted to $135.4 million in 1962, almost doubling the $72 million total for 1961. Imports in 1963 will probably rise to a total of $160 million according to estimates of the Dominican Central Bank.

A breakdown of Dominican imports by countries for the year 1962 is not available; latest data cover only the first 6 months. In that period, the U.S. share of Dominican imports was 46.5% of the total as against 42.1% in the last half of 1961. Total imports in January-June 1962 were valued at $51.9 million or about 38% of the total for the year. It is believed that the U.S. obtained a greater share of the expanded purchases in the last half and that full year data will reveal a share in excess of 50%. U.S. statistics on exports to the Dominican Republic for the year 1962 substantiate this conclusion showing a total of over $70 million as compared with $29 million for 1961.

The upward surge of Dominican imports in 1962 reflects the liberalization of Dominican import restrictions, the expanded effective demand of the population as a whole resulting from widespread wage increases, and virtual exhaustion of consumer goods inventories in the country resulting from the oppressive policies of the Trujillo dictatorship.

Pattern may be seen

Dominican trade statistics for 1962 showing the composition of the expansion of imports by commodities or commodity groups are not yet available. The pattern may be seen clearly, however, from U.S. statistics on exports to the Dominican Republic in 1962 compared with 1961. Invariably the significant growth items are consumer goods.

The major expansion in U.S. exports to the Dominican Republic was in automobiles, trucks, buses, and trailers and their parts and accessories which totaled $6.6 million compared with $615,000 the previous year. The largest single commodity group, however, was cotton manufactures, which totaled $8.2 million in 1962 as against $2.6 million in 1961.

Shipments of grains and preparations jumped from $744,000 in 1961 to $2.8 million in 1962 and vegetables and preparations rose from $322,000 to $1.2 million.

All show increase

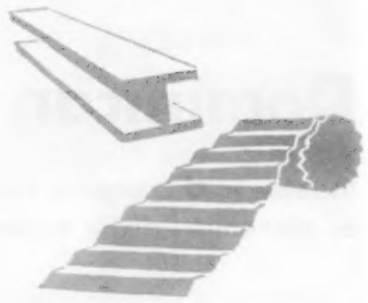
Every commodity category showed some increase in 1962 except fertilizers which dropped from $1 million in 1961 to $0.9 million. Revealing the delayed impact of freedom on new investments and industrial growth, however, U.S. shipments of industrial machinery to the Dominican Republic showed only a modest gain to $4.7 million from $3.8 million a year earlier.

Material available

Additional information can be obtained from the following Dept. of Commerce publication:

Economic Developments in the Dominican Republic, 1962. OBR 63-72. 8pp.

motor vehicles
petroleum products
iron, steel



East Africa

U.S. exports to Kenya, Tanganyika, Uganda and Zanzibar continue rise

The overriding factor governing the economy of East Africa—Kenya, Tanganyika, Uganda and Zanzibar—at the present time is the state of rapid political change.

It is too early to determine whether the East African Common Market, with nearly 25 million potential customers, will remain intact or be fragmented into separate markets, each too small to justify major investment or sales efforts.

The resultant sense of uncertainty has tended to slow the pace of trade expansion in East Africa and has changed the nature of trade—imports of capital goods and equipment are down while those of consumer goods are on the rise.

Trade off, U.S. share up

The 4 areas which formerly comprised British East Africa have strong ties with the United Kingdom (the U.K. accounted for 34% of their foreign trade in 1961) through bonds of sentiment and habit.

Purchases from the United States, however, have continued to increase since late in 1959 when those exchange controls still remaining were removed.

A comparison of the percentage of imports from the U.S. into the 4 areas in 1958 (the last full year of strict controls) and 1961 is indicative of the sucess that American products are having in obtaining an increasing share of this market. The U.S. share of total imports in Kenya increased from 3.4 to 5.7%; in Tanganyika from 2.7% to 5.5%; in Uganda from 1.7 to 1.9%; and in Zanzibar from 0.7 to 2.6%.

This trend continued through the first 9 months of 1962. Purchases from the U.S. for the period Jan.-Sept. 1962 rose to $19.4 million from $14.2 million in the same period of 1961, according to East Africa data. Total imports from all sources during these periods dropped from $283.2 million in 1961 to $277.4 million in 1962.

Thus, shipments from the U.S. rose in the face of a decline in total imports. The greatest loss was suffered by the U.K.—purchases from this area fell from $102.4 million in Jan.-Sept. 1961 to $94.7 million for the same period in 1962.

Further promotion needed

Goods from the dollar area may now be entered under Open General License. In the long period during which controls were in effect, however, a pattern of trade with nondollar areas was established. So, American exporters face a problem of overcoming a consumer "brand loyalty" which was established in a period when non-U.S. goods enjoyed an artificial advantage.

The traditional dependence of large European trading firms upon suppliers in their own countries is rapidly breaking down. Agencies, distributors and dealers must be appointed now to compete with familiar products, and their activities must be supported by a determined sales effort. Attention must be given to the appointment of active and qualified agents, rather than those who may have a good credit rating, but who are overburdened with accounts which they have neither the time nor interest to promote actively.

The products for which there is thought to be a favorable market for expanded U.S. exports fall into 2 categories:

❶ Those items which are already being imported by large agencies providing proper servicing and prompt replacement of parts. These include automobiles, trucks, electrical appliances, air conditioners, farm machinery, roadbuilding equipment, mining apparatus and irrigation equipment.

❷ Products which the U.S. is not now marketing to any significant extent in East Africa but for which considerable local interest is being shown. These items are canned goods, textiles, clothing, hardware, building materials, pharmaceuticals products, and cosmetics.

Steady economic growth

In terms of economic growth, East Africa is making slow but steady progress. In each country, cooperatives and development corporations are staunchly supported by the respective governments, and many industrial and public-works projects are either under way or in the active planning stage.

For example, over $1.4 million is to be spent on a 3-year survey of the irrigation potential of the basin of Kenya's largest river, the Tana. An oil refinery with a capacity of 34,000 barrels a day is under construction near Mombasa. And, a shoe-polish factory and a distillery are being built near Nairobi.

First steel mill

Uganda's first steel mill has started operations, producing reinforcing rods, angles and sections. A German firm is financing an $11.9 million sugar factory.

Other industrial projects worth several million dollars which are under active consideration in Uganda are a flour mill, tool factory, a second textile mill, a paper-manufacturing plant and a match factory.

In Tanganyika, work on a hydroelectric power station at Hale on the Tanga-Dar-es-Salaam rail link is progressing satisfactorily. Other new projects which are either planned or already under construction include a bicycle factory, tire factory, pyrethrum processing plant, fish net and textile factory, oil refinery and hotel.

Food for peace

During fiscal 1962, the Agency for International Development made available about $26 million in aid, including "Food for Peace" aid, to Kenya, Tanganyika and Uganda. Since much of this U.S. financial assistance is tied to U.S. procurement, the AID program represents a singular opportunity for American suppliers, especially those who have been provident enough to have agents on the spot.

Additional information can be obtained from the following Dept. of Commerce publication:

Preparing Shipments to East Africa. OBR 63-13. 8pp.

iron, steel
motor vehicles
electric machinery

Finland

Excellent sales opportunities are seen for U.S. exporters

U.S. exporters may look to 1963 as a year of attractive sales opportunities in Finland. Consumer demand is strong and continued high-level economic activity without boom conditions is expected.

Finland's economy continued to advance during 1962, but the pace was slower than the year before. Preliminary estimates placed gross national product (GNP) approximately 3-4% above the 1961 level at constant prices (1961 GNP —$5.34 billion).

This trend was reflected in most other indices of economic activity, including industrial production, construction, and international trade. An excess of imports over exports created moderate balance-of-payments difficulties.

Throughout 1962 the money market in Finland was exceptionally tight. This trend is expected to continue well into 1963.

Fairs, missions, travel

Commercial relations between Finland and the United States have been further strengthened through participation in trade fairs, trade missions, and increased travel.

The outlook for U.S. exports to Finland remains very good. Bright sales opportunities are reported for fresh and canned fruits, prepared foods, textile articles, leather goods, notions, toys, small electrical household appliances (220v., 50c.), automobile accessories, sports and camping equipment, garden, and other outdoor-living equipment.

Various branches of Finnish industry —led by paper and pulp mills—are extensively modernizing their operations. The ambitious paper and pulp development program has already neared completion. But significant sales opportunities are expected to develop for other types of U.S.-made industrial machinery during the next few years.

Import controls lifted

The outlook for U.S. shipments to Finland was further brightened by the Government's action late in 1962 freeing 343 additional tariff items from import-licensing procedures. Well over 80% of goods entering Finland from multilateral trade agreement countries—including the United States—are now free of import controls. Also favorable to increased trade was Finland's move to increase its "global quotas"—import allocations for items still subject to licensing—by an average of 7% for 1963 over 1962.

Official U.S. trade statistics for 1962 indicate that U.S. exports to Finland advanced almost 3% over 1961. Shipments reached $57.5 million (free-on-board value), as against sales of $56 million in 1961. U.S. 1962 imports from Finland soared to $59.9 million (f.o.b. value), 30% above 1961.

U.S. sales of machinery and vehicles —traditionally the most important U.S. export to Finland—dropped 4% to $25.3 million in 1962. The decline was less than had been expected in view of dwindling Finnish demand for pulp and paper machinery. Shipments of construction, excavating, mining and related machinery reached $5.2 million, 3% above 1961 sales. Other advances were scored by metal-cutting machine tools (up 173%), office machinery (up 30%), tractors (up 10%) and electrical machinery (up 13%). U.S. shipments of goods other than machinery were generally up. Raw cotton sales declined sharply, however.

Newsprint

The big increase in U.S. imports from Finland during 1962 occurred chiefly in forest products, with newsprint leading the field.

Official Finnish trade statistics indicate that the U.S. share of the Finnish market was approximately 6% in 1962, unchanged from 1961. The United States ranked fifth both as supplier and purchaser among Finland's trading partners.

The level of Finland's trade continued to rise in 1962. Heavy demand boosted imports to $1.23 billion (up 6.5% over 1961) compared with exports of $1.15 billion (up 4.7%). The Government late in the year applied credit restrictions to some consumer durables in a move to narrow the excess of imports over exports.

The money market was very tight throughout 1962, due chiefly to a prevailing imbalance between deposits and loans. The gap has been chiefly caused by a decline in deposits by the public. The increased income which most people enjoyed during 1962 went into consumer durables, real estate, and other investment rather than into savings accounts.

Government spends less

The Government itself has been faced with a problem of maintaining adequate cash reserves. A threatened cash crisis was averted in 1962 by various tax increases and large Government-bond issues. The 1963 budget reflects continuing concern over this problem. Expenditures approved for 1963 totalled $1,424.9 million, 13% less than in 1962.

Industry output up

Industrial production for 1962 was about 4% higher than in 1961. Largest production gains were made by investment-goods industries. Output of paper and paperboard—Finland's chief export —moved ahead 5% to a record total of 2,524 thousand metric tons. Production of chemical pulp also advanced with a gain of nearly 4%.

Additional information can be obtained from the following Dept. of Commerce publications:

Preparing Shipments to Finland, OBR 63-2. 7 pp.

Import Tariff System of Finland. WTIS, Part 2, No. 62-44. 2pp. September 1962. 10 cents.

Licensing and Exchange Controls, Finland. WTIS, Part 2. No. 62-43. 4pp. August 1962.

Economic Developments in Finland. WTIS, Part 1, No. 62-14. 6pp. March 1962. 15 cents.

France

U.S. sales up 5% in 1962; 6 fairs beckon traders in '63

U.S. exporters are being increasingly attracted to the French market through a combination of a liberal trade policy, rising wage levels which are boosting consumer purchasing power, and a production growth which is creating new markets for suppliers of industrial goods.

France's Gross National Product rose by 5.6% in 1962, according to the U.S. Embassy in Paris. Overall economic expansion was, after Italy, the strongest in Europe, stemming from private domestic consumption more than from exports. While the former climbed 10.2% over 1961, the latter gained a mere 2.5%.

Production has been meeting stepped-up demand without bottlenecks or various inflationary pressures, and the disruptive effects of an unusually severe winter were overcome by the spring.

U.S. exporters continue to enjoy excellent opportunities, both in traditional export leaders and in technically advanced lines, because of the continued modernization of French industry. A particularly rewarding potential exists for:

- mechanical equipment such as internal combustion and other engines, pumps, materials handling equipment, earthmoving machinery, lawn mowers, graphic arts and printing machinery, and industrial sewing machines;
- machine tools and pneumatic tools;
- office equipment;
- electronic and electrical equipment, such as generators, electric motors, transformers, converters, current regulators;
- automotive accessories such as safety belts, engine filters, sparkplugs, bumperguards, mirrors, floormats;
- aircraft components such as galley units, instruments, and metal fasteners;
- scientific and professional instruments such as portable electrocardiographs, bifocal contact lenses;
- coloring materials;
- synthetic resins;
- vinylic laquers;
- bulk vitamins;
- antibiotics;
- anticorrosion products;
- pulp and paper products such as glossy laminated and colored paperboard, egg containers, chemical pulp, coniferous wood, cellulose pulp;
- airconditioning and refrigeration equipment for industrial and commercial use;
- industrial and commercial floor cleaning and waxing machines, dishwashing machines and machinery for cleaning, drying, filling and labelling of containers;
- filtering and purifying machines for liquids or gases;
- toys;
- sporting goods;
- steelmill and refinery equipment;
- industrial and institutional cleaning and laundry equipment.

To introduce new products in France, energetic sales and follow-up efforts are necessary. American business will receive a first-hand report from a Trade Mission sponsored by the Department of Commerce which is going to France from May 4 to June 6. The team will discuss U.S. supply sources, distribution channels, quality standards, design, packaging, and delivery and credit terms, and gather and disseminate information on trade opportunities in the consumer goods field.

Exporters wishing to acquaint French buyers with their lines can benefit from the following 1963 international trade fairs: **Paris,** May 23-June 3; **Nancy,** June 1-12; **Bordeaux,** June 15-27; **Strasbourg,** September 5-16; **Marseille,** September 19-30; and **Metz,** October 2-13 (there are also numerous specialized shows). Booths should be staffed with French-speaking representatives and sales literature should be printed in French.

The c.i.f.-value of U.S. goods exported to France in 1962, was $777.4 million according to French statistics, up 5% over 1961. U.S. exports to France in 1962 exceeded imports by $348.8 million. As in 1961, the U.S. was France's second supplier (after Germany). But while the dollar value of our shipments to France rose, the U.S. percentage share of total French imports declined from 14.2% to 13%.

The steady growth of French industry resulted in major U.S. export increases. U.S. statistics show exports of electrical machinery at $37.8 million (up 15%); industrial machinery at $113.6 million (up 15%); aircraft and parts at $34.8 million (up 151%); and chemicals and related products at $56.1 million (up 3%). Vegetable food products and beverages rose to $36.5 million (up 65%).

Declines were registered mainly in cotton, at $28.6 million (down 60%); and metals and manufactures excluding machinery and vehicles, at $53.9 million (down 25%). The drop in cotton was due mainly to a combination of price and quality considerations, with metals falling due to curtailed French orders for steel scrap and refined copper and molybdenum.

U.S. imports from France were down 3% from 1961, according to Bureau of the Census figures. With the exception of increased shipments of leather goods and beverages (especially wines and cognac), most other commodities showed minor declines.

Overall position healthy

The French Government made substantial advance repayments on its foreign debt in 1962, reducing by almost one-half the gross balance-of-payments surplus of $1.3 billion. Official gold and exchange reserves stood at $3.9 billion on March 15, 1963, as high in per capita terms as in the U.S.

However, there are a number of disconcerting factors, such as rising prices, the slow pace of export progress, a slower rate of investment development, and unsettled wage questions in nationalized industries, particularly mining. On balance, these factors on the debit side of the ledger are outweighed by France's dynamic overall expansion.

West Germany

Heavy consumer demand created by full industrial employment

iron, steel
petroleum
fruit and nuts
iron ore

Economic activity in Germany last winter was affected by the exceptionally cold weather. A 3.5% increase in real Gross National Product is projected for 1963 as compared to the 4.1% growth achieved in 1962.

Due to the tight labor-supply situation and flagging industrial investment, overall expansion of productivity will not be as great as in 1962. Private consumption is expected to increase by about 6%—keeping pace with an anticipated 6% growth in disposable consumer income. Heavy demand for private and public construction, substantial Government consumption, and continued growth in consumer demand for goods and services are expected to sustain further expansion of the economy.

Given these circumstances, prospects for U.S. exports to Germany remain promising. Although the substantial rate of growth in U.S. exports to Germany achieved in 1962 is not expected to be matched this year, further sales increases are anticipated.

Milestone

In 1962, a milestone was reached in the long-term trend apparent in U.S.-German trade. In 1956-62, German imports of finished industrial products from the U.S. increased from $162 million to $903 million (457%) and in the last-named year exceeded, for the first time, German sales of such products to the products imported from the United States products imported from the United States in 1962 exceeded, also for the first time, the combined value of all other categories of U.S. exports to that market. This pattern is expected to continue and the rate of growth in U.S. exports of finished goods to Germany will probably continue to exceed the rate of growth in sales of other categories of goods.

Changing pattern

Several basic developments largely explain this changing trade pattern. Consumer disposable income has increased rapidly, stimulating higher and more diversified demand. Simultaneously, full employment has necessitated increasing reliance upon imports to satisfy sharply rising demand for producers' and consumers' goods.

These consumer demands, superimposed on industry's increased need for foreign machinery and equipment, have tended to tip the balance of imports in favor of finished products. Government-account imports also have increased substantially over the years; and such imports—predominantly finished goods—were especially large in 1962. Conversely, demand for such important U.S. exports as cotton and coal has declined: artificial and synthetic fibers have increasingly displaced cotton while petroleum has made greater and greater inroads in the fuels market. Although present import-licensing controls on most agriculture products will eventually disappear with implementation of the European Economic Community's common agricultural policy, these controls will be replaced by substantial duties which are expected to be virtually as effective in limiting access to the German market for many U.S. agricultural products, especially feed and cereal grains, lard, and meat products.

U.S. items in demand

Certain U.S. products seem to have attracted strong consumer interest: children's and teen-agers' wearing apparel; men's sport clothes and casual wear; women's lingerie; men's socks and drip-dry shirts. Articles for leisure-time, sports and outdoor living also are in demand. (See INTERNATIONAL COMMERCE, Nov. 26, 1962, pp. 6-8, for a more inclusive list of export prospects).

Exhibits at the U.S. Trade Center in Frankfurt include: April 23-May 10, Boating and Accessories; June 4-14, Electronic Items; June 25-July 26, Home Furnishings and Design; August 28-September 13, Non-electric Housewares. In November the U.S. Government is sponsoring American participation in the Duesseldorf Ladies' Outergarment Fair (November 3-7), featuring spring and summer lines.

In 1962 the U.S. remained Germany's principal foreign supplier and accounted for $1,758.3 million, or 12.2% of total German imports—a 16% increase by value over the $1,515.8 million figure posted in 1961.

Absorbing 7.2% of total German exports, the U.S. in 1962 dropped from fourth to fifth place as a market for German products. In absolute terms, however, German exports to the U.S. increased 6% over 1961 sales and were valued at $965.7 million.

Tax increase

On June 1 Germany plans to raise the import turnover equalization tax on 95 tariff classifications by 2 percentage points. Among commodities affected are textiles, paper, and iron and steel. On July 1 German tariffs on imports from her EEC partners will be removed, while tariffs applied against non-EEC countries will be adjusted another step toward the ultimate common external tariff of the EEC.

Despite these developments, U.S. trade with Germany should continue to develop favorably.

Additional data

Additional information can be obtained from the following Dept. of Commerce publications:

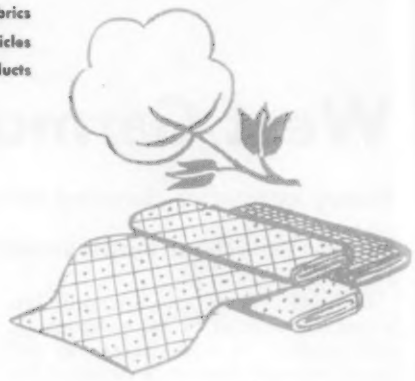
Customs Valuation Under the Revised German Customs Law, Effective January 1962. OBR 62-22. 3pp.

Preparing Shipments to the Fed. Rep. of Germany and West Berlin. OBR 62-30. 7pp.

Economic Developments in the Federal Republic of Germany and West Berlin, 1962. OBR 63-59. 6pp.

Foreign Trade of the Federal Republic of Germany, 1960-61. OBR 63-7. 8pp.

cotton fabrics
motor vehicles
petroleum products



Ghana

Nation attracting more U.S. trade interest; investment policy unification awaited

Despite Ghana's stringent import controls and sometimes uncertain Governmental attitude towards the private sector, U.S. traders boosted their sales to Ghana during 1962, and American investors continued to find much to interest them in a steadily expanding Ghanaian economy. The business outlook for the coming months is good.

This burgeoning nation on the west coast of Africa already has one of the highest per capita incomes on the continent, and its rate of economic growth is expected to persist in its present accelerating trend.

New construction is proceeding at a brisk pace; the balance of payments problem seems somewhat better, with a marked decrease in the trade deficit recorded during 1962 ($10.4 million compared with $76.4 million in 1961); work is advancing rapidly on the Volta River hydroelectric project, which, when completed, will have a power capacity of 800,000 kw.

U.S. advantages

Trade prospects for U.S. suppliers are good.

The U.S. enjoys a decided business asset in the friendliness of the Ghanaian people, their respect for the quality of American products, and their broader consumer outlook fostered by independence.

American shirts, for example, typified by brand names, possess great prestige here. U.S. children's wear, and even more select items such as swimwear, are much sought after by a small but growing segment of the population.

Clothing is only one category of many U.S. lines with sales potential in Ghana. Among the most readily accepted items of merchandise in Ghana in 1962 were: flour, rice, canned meats and other foodstuffs, tobacco, pharmaceuticals such as penicillin, numerous household appliances, mineral fuels and lubricants, insecticides, outboard motors, commercial refrigerators, tractors, passenger cars, and excavating and leveling machinery.

All of these commodities should continue to move moderately well in coming months, particularly if continued improvement in Ghana's balance of payments should induce an easement of import restrictions.

Logging equipment, sawmill apparatus, heavy agricultural machinery, and construction and transportation equipment are also thought to have possibilities for future sales.

Percentagewise, the American exporter is more than holding his own. Provisional data indicate that by the end of 1962 the American share of the Ghanaian market had slightly exceeded the 8% mark of 1961. U.S. sales rose from $21.1 million in 1961 to $22.8 million in 1962.

World cocoa leader

Ghana's foreign exchange earnings have depended to a large extent on the production for export of cocoa (world's biggest producer) and, to a lesser extent, on the export of timber, diamonds, and manganese. Although the volume of cocoa production and exports has reached record levels in recent years, foreign exchange earnings have not shown a proportionate increase because of low world market prices.

The U.S. was again the leading purchaser of Ghana's cocoa crop in 1962, taking $48 million worth of a total crop valued at approximately $160 million.

Overall U.S. imports from Ghana during 1962 amounted to $62.5 million. Besides cocoa. Americans purchased substantial amounts of manganese, industrial diamonds, and logs, especially mahogany.

Businessmen are awaiting the promulgation of Ghana's new Seven-Year Development Plan and final passage of the new investment law. The former is expected to place considerable emphasis on the development of industries that can quickly be brought into full operation to help ease the pressure on the balance of payments, while the latter will consolidate the Government's various policy decisions and statements affecting investments into one Law. The Government's past pronouncements on the role of private foreign capital in the economy have seemed at times to conflict.

As a further device to increase capital formation, the Government hopes to establish an investment bank and a Capital Investment Board "to initiate and organize activities for the encouragement of foreign capital."

Ghana professes itself willing to accept aid from all quarters. Although the Soviet Bloc's offers of capital loans on easy terms and low interest rates are attractive to the young country, there have been signs of increasing disillusion with Bloc methods among upper-level Government officials. Equipment imported from the Bloc is said to be generally unsatisfactory.

The U.S. has made approximately $150 million available to Ghana in various forms of economic aid since the country's independence.

Part of this aid has been allocated for the huge Volta River project being constructed near Akosombo. The project includes dam and hydroelectric plant (capacity 800,000 kw.) and grid, which will allow distribution of power over a wide area.

Among the many new industrial schemes which will be made possible by the project is a smelting plant for aluminum to be constructed near Tema by two U.S. companies, Kaiser and Reynolds.

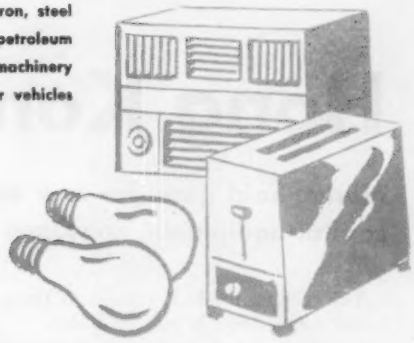
Data available

Additional information can be obtained from the following Dept. of Commerce publications:

Basic Data on the Economy of Ghana. OBR 62-9. 10pp.

Import Tariff System of Ghana. WTIS, Part 2, No. 62-32. 2 pp. June 1962. 10 cents.

iron, steel
petroleum
electric machinery
motor vehicles



Greece

Opportunities for U.S. exports increasing but traders need vigorous sales approach

U.S. exporters should find expanded opportunities for sales to Greece this year.

Conditions in Greece are generally favorable for this expansion, but U.S. traders must adopt a vigorous sales approach through a systematic and comprehensive coverage of the Greek market by their sales and technical representatives.

Governmental plans to spend $360 million in 1963 to promote economic development and the removal of import licensing controls on machinery and spare parts items in late January of this year have created the favorable prospects for the U.S.

Trade Mission findings

Numerous opportunities exist in Greece for U.S. traders, according to the U.S. Trade and Investment Mission which visited Greece in late 1962. It found the following items currently in demand:

Textile and electrical machinery; construction, office, roadbuilding, conveyor and automatic repair equipment; air-conditioning apparatus; forks, lifts and related equipment; machine tools; automobile accessories and parts; passenger automobiles, heavy-duty or special purpose trucks; and tires and tubes.

Also laminated products; hardwood flooring; lubricating oils and greases; fertilizers; antibiotics; frozen poultry; dairy products; baby and dietetic foods; canned meat and fish; electrical household appliances; cosmetics; toilet preparations; scientific and precision instruments; photographic equipment; and man-made yarns and threads.

For U.S. investors, Greek association with the European Economic Community (EEC) on Nov. 1, 1962, offers a special investment inducement.

Manufacturers in Greece by 1970 will gain duty-free access to a market of over 170 million people. Greek exports to the EEC presently are accorded the trade advantage of the mutual tariff cuts in effect among the EEC members.

On the other hand, Greek industry is protected from import competition over an extended period. Greek import duties vis-a-vis the EEC were reduced 5-10% on the date of association and will be eliminated in stages over a period of 12 years for agricultural goods and 22 years for manufactured goods.

During the same period, Greece will also gradually adjust its import duties to non-EEC countries in harmony with the EEC Common External Tariff (CXT). The initial movement is scheduled to occur on Nov. 1, 1965, for agricultural products and on May 1, 1970, for manufactured goods.

The Greek gross national product is expected to increase by 6% over 1962 levels. Contributing to this result will be an anticipated rise in agricultural production plus increased activity in building construction and an expansion of public utilities facilities. Industrial investment and tourism are also expected to continue at high levels.

U.S. trade with Greece declined in both directions in 1962 as compared with 1961, according to U.S. statistics. U.S. exports dropped 6% to $68 million and imports 8% to $36 million.

A precipitous drop in exports of foodstuffs under the P.L. 480 program mainly accounted for the decline in U.S. sales.

U.S. exports to Greece, however, rose in all other major categories. Sizeable increases were registered especially in Greek purchases of U.S. industrial machinery, chemicals, motor vehicles, synthetic fibers, and hides and skins.

Greek sales to the U.S. were up, except for manganese ore and leaf tobacco. Tobacco sales accounted for 68% of total Greek exports to the U.S.

Second to Germany

The U.S. ranked second to the Federal Republic of Germany as both a supplier and customer of Greece in 1962. U.S. sales to Greece amounted to 15% of total Greek imports. In the previous year, the U.S. import share was 18%.

Total Greek imports and exports in 1962 reached record levels, according to statistics. Imports on a payments basis rose from $583 million (CIF) in 1961 to $659 million or 13%, and exports from $234 million (FOB) to $242 million or 3%.

Most of the increase in imports was attributable to a substantial rise in purchases of machinery and equipment, transportation items, and raw materials. Food and consumers' goods imports declined appreciably.

The gains registered in exports of raw cotton, citrus fruits and grapes, furs and cotton and woolen yarns, more than offset the $11 million decline in tobacco sales, Greece's most important foreign exchange earner.

Greece's balance-of-payments position in 1962 was favorable. Supplier credits, grants, loans, as well as record receipts from shipping, tourism, and emigrant remittances more than offset an unfavorable trade balance of $417 million. As a consequence, gold and hard currency assets rose $22 million to total holdings of $270 million.

During 1963, the Government and public entities plan to spend a total of $360 million for economic development, as compared to $320 million in the previous year, as follows: $99 million for agriculture and fishing; $103 million for industry and power; $13 million for tourism; $81 million on communications; $13 million, small-utility projects; and $51 million on miscellaneous projects.

More information

Additional information can be obtained from the following Dept. of Commerce publications:

Living Conditions in Greece. OBR 63-4. 9pp.

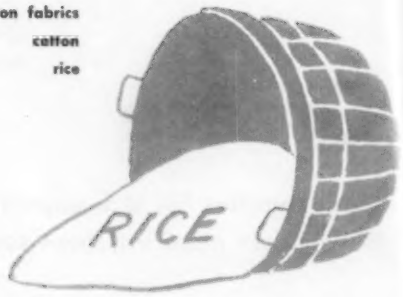
Establishing a Business in Greece. OBR 62-10. 17pp.

Economic Developments in Greece, 1962. OBR 63-66. 6pp.

Import Tariff System of Greece. WTIS, Part 2, No. No. 61-68. 2pp. September 1961. 10 cents.

Licensing and Exchange Controls, Greece. WTIS, Part 2, No. 61-32. 10pp. April 1961. 10 cents.

cotton fabrics
cotton
rice



Hong Kong

Market said good for raw materials, capital equipment, consumer goods

The outlook for U.S. exports to Hong Kong during 1963 is very favorable.

The Colony is a sophisticated market for a wide range of raw materials, capital equipment and consumer manufactures, and continues to rank as the fourth largest commercial consumer in Asia of U.S. products.

Business conditions should remain good in the Colony's prosperous *laissez-faire* economy. It shows a remarkable capacity to absorb a variety of imports, of which the U.S. is the third-ranking supplier. In per capita terms, Hong Kong is the largest importer of U.S. merchandise in Asia.

The Colony's encouragement of foreign participation in expanding construction and social welfare projects should give added impetus to U.S. activity in the area during 1963.

The U.S. is holding its own in the highly competitive market, although 1962 exports compared rather unfavorably with increased shares gained by mainland China and Japan, the two leading suppliers. Competitive suppliers, particularly those from Japan and Western Europe, have been more active than Americans in exploiting the Colony's widening market opportunities.

Imports up 11.5%

Hong Kong trade figures for 1962 showed total imports valued at U.S. $1,164.3 million, of which the United States supplied $138 million. Total import figures showed an increase of 11.5% over 1961. Although the U.S. share of the market dropped from 12.2% in 1961 to 11.8% in 1962, the actual value of exports to the Colony rose by U.S. $11.7 million.

The United States absorbed nearly $153 million worth of the Colony's exports, or 28.8% more than in the preceding year, and continues to be Hong Kong's greatest single market for domestic manufactures.

Some weak spots

There are some aspects of trade with Hong Kong in which U.S. suppliers appear to be weak. The most serious of these are in the granting of credit, advertising, delivery schedules, and servicing.

Some Hong Kong importers consider U.S. exporters to be conservative and inflexible, reluctant to provide funds to promote a product locally, careless about meeting shipping or delivery schedules, and frequently unwilling to provide more than the most basic servicing. U.S. specification data and catalogues, according to certain importers and end users, are not made readily available to prospective buyers.

It is clear from the rather small U.S. share of this steadily expanding and unrestricted market that U.S. firms are by no means fully realizing their potential. Local inhibiting factors to trade are minimal; almost all imports are duty-free, and there are virtually no other restrictions.

Under these circumstances, the U.S. exporter seeking profitable business abroad and prepared to compete with foreign suppliers would do well to focus attention on the growing Hong Kong market.

The Department of Commerce will step up its trade promotion services to U.S. firms.

Among the programs planned for 1963 to generate increasing Hong Kong interest in U.S. products and serve to assist U.S. businessmen in their sales campaigns in the Colony are a broad-scale market survey, an official trade mission, and a permanent display of U.S. products.

Major commodity imports in which the United States traditionally holds substantial shares of the market are cigarettes; tobacco leaf; oranges and tangerines; antibiotics; vitamins; air conditioners; poultry; blackplate; and raw cotton.

New opportunities for U.S. suppliers include electrical appliances; hardware; machinery; textile fabrics; construction materials; and electronic equipment.

Among new developments which suggest future opportunities for both trade and investments are the Central Area Redevelopment Scheme, the expansion of the electronics industry, and the extraordinarily active building and construction program. To eliminate speculative investment in real estate, the Hong Kong Government has effected legislation limiting rent increases on domestic premises not subject to pre-war controls to 10% every 2 years.

The Government wishes, however, to avoid adoption of too-strict control measures which might discourage private investment in residential housing.

Financial stability

One of the Colony's primary business attractions is its tradition of financial stability. Budget receipts during the fiscal year ended March 31, 1963, ran well ahead of official estimates, and another budget surplus of at least U.S. $17.5 million was assured.

The official revenue estimate for the 1963-64 fiscal year is U.S. $209.3 million, with expenditures estimated at $237.6 million. Thus, a deficit of $28.3 million is forecast, but in the final analysis, the budget has showed a surplus every year but one since the 1946 fiscal year, and is likely to do so again.

The visible balance of payments deficit at the end of 1962 was nearly U.S. $397 million, an increase of approximately $42 million over the 1961 figure; however, this is traditionally offset by substantial earnings from invisibles such as tourism and services.

Additional information can be obtained from the following Dept. of Commerce publications:

Investment Factors in Hong Kong. OBR 62-12. 9pp.

Preparing Shipments to Hong Kong. OBR 63-55. 6pp.

Economic Developments in Hong Kong, 1962. OBR 63-44. 7pp.

India

Large-scale U.S. aid opens Indian market to U.S. goods vital to 5-Year Plan

India is determined to keep its economy moving forward by broadening industrial and agricultural productive facilities, even as defense needs make new demands on budget funds.

The U.S. trader and investor can therefore expect to supply, on a continuing basis, industrial materials and machinery considered essential by India and given high priority in the import program. Most of these sales will be made possible through financing by AID, the Export-Import Bank, and the World Bank and its affiliates.

The large U.S. aid program for India puts U.S. exporters in a favored position to supply many lines of goods otherwise not possible, owing to India's tight foreign exchange position and restrictive import policy. Under a recently announced $240 million loan, nonferrous metals, earth-moving equipment and parts, machine tools and parts, ball bearings, small tools, calculating machines and parts, fertilizers, industrial explosives, and carbon black are among the items which India will license for import from the U.S. Other loans, especially for electric power projects, have provided further openings for American business.

In the 2 years ended March 31, 1963 (the first 2 years of India's Third Five Year Plan), U.S. aid commitments pledged through the World Bank Consortium for Aid to India totaled $980 million, excluding PL 480 aid. The next Consortium meeting is scheduled for late May.

Needed products

The magnitude of U.S. aid to India is still to be decided, but the kind of goods to be financed can be anticipated. They will generally relate to the list of 21 industries for which the Government of India gives preference in the release of foreign exchange for capital goods and imports against foreign aid. These are alloy and special tool steels; steel castings; steel forgings; heavy structurals; railway equipment; machinery for textiles, jute, tea, mining, coal washeries; cement making and paper making; machine tools; pig iron; shovels and earth-moving equipment; fertilizers; rayon grade pulp; special refractories; industrial explosives; ferrochrome, ferromolybdenum, and ferrosilicon; modernizing steel rerolling plants to enable them to manufacture wire rods and special steel sections; cotton textile machinery; trucks and ancillaries; ball bearings; cast-iron spun pipe; tinplate; and steel wire.

In addition to the above, top priority will be given to defense items.

Stiff competition

Competition for sales in the Indian market is keen and the successful exporter is usually the one who has an energetic agent alerting him to forthcoming trade opportunities. Because Indian specifications, size of manufacturing unit and climatic conditions may differ from ours, advance preparation may be the key factor in making a sale. Being on the scene, the agent can spot potential sales and, if appropriately compensated, will be constantly on the lookout for new sales. His familiarity with import procedures can be a real boon.

Investment

Many American companies have entered into joint ventures with Indian companies to gain access to the Indian market. New American investment approved by the Controller of Capital Issues amounted to $15.1 million in 1962, compared with $9.4 million in 1961. Investors began to hold off beginning the last part of 1962, after the Communist Chinese aggression, awaiting changes in Indian Government policy. Foreign investment approvals have been tightened to avoid licensing of excessive industrial capacity. Licensable industries generally are determined along the same priority lines as imports.

AID financial sales

Shipments of U.S. aid-financed goods in 1962 swelled U.S. exports to India to $669 million, compared with $482 million for 1961 as shown in U.S. export statistics. Exports of $238 million in grains, largely under PL 480, formed the largest group, followed by machinery and vehicles at $170 million, and metals at $105 million. Gains were achieved for electric power generating machinery, engines and turbines, steam boilers, railway transport equipment, aircraft, woodpulp, petroleum, and chemical products.

U.S. ranks 1st

The U.S. stands first as a supplier to India. Chief competitors are the United Kingdom, West Germany, Japan, and the USSR. These countries also have large aid programs in India.

India's budget for fiscal year April 1, 1963-March 31, 1964 introduced substantial increases in taxes and customs levies to pay for defense without sacrificing economic development. The combined current and capital account budget places expenditures at $5,626 million and revenues at $3,888 million, leaving a deficit of $1,738 million. Defense costs will absorb about 6% of national income, compared with 2.5% previously.

The balance of payments continued a sharpening deficit trend during 1962 as exports failed to make appreciable gains.

Publications

Additional information can be obtained from the following Dept. of Commerce publications:

India: A Growing Market for U.S. Products and Investment. OBR 63-26. 28pp.

Economic Developments in India, 1962. OBR 63-57. 8pp.

Investment Factors in India. OBR 62-40. 26pp.

Foreign Trade of India, 1961-62. OBR 63-47. 8pp.

Indonesia

'Cloudy, some sunshine' is forecast for interested U.S. business groups

rice
textile yarn
thread
cotton fabrics

U.S. exports and flow of investments to Indonesia remain clouded and somewhat uncertain. While efforts to stabilize the economy are going forward, signs of continuing deterioration are still evident.

The recently announced Agency for International Development $17 million loan for emergency procurement of raw materials and spare parts will meet the most urgent needs of non-agricultural industries—now operating at only 25% of capacity—and improve deteriorated transportation systems. It should revive industrial production, raise the level of business activities in general, and open up many new opportunities for American exports. The stabilization program, effectively implemented, should lay the groundwork for accelerated economic growth, which in turn is likely to generate additional requirements for imported capital and consumer goods. Furthermore, a solution of the West New Guinea dispute and the improvement of internal security have removed strains on the economy.

Complications

There remain serious signs of deterioration of economic conditions in the expansion of Government deficit-spending, reduction in outlays for development projects, faltering exports and continued balance-of-payments difficulties, and a rapidly developing price inflation. A further sobering factor is the mounting need for funds to service debts partly incurred for a military build-up which heavily mortgages current export earnings. Although belt-tightening measures introduced by the Government during the year brought some improvement in the foreign-exchange position, new trade and foreign-exchange regulations and higher surcharges on imports further increased the already great complexity of foreign trade and financial regulations.

President Sukarno's eagerly awaited March 28 economic declaration gave top priority to two goals for the next 2-year period: an adequate government supply of rice, and adequate supplies of raw materials and spare parts to utilize productive capacity and restore transportation and communication facilities. These goals foreshadow increased economic reliance on imports from the U.S. and other free-world countries in the immediate future.

U.S. exports down

The United States maintained its nearly one-fifth share of the Indonesian market in 1962 despite tightened import restrictions. In 1962, U.S. exports to Indonesia were 12% less in value than in 1961, falling from $134 million to $119.5 million (U.S. Bureau of Census figures). Larger exports under the U.S. PL 480 program—grains and preparations, mostly PL 480 rice—amounted to $33.9 million compared to $14.2 million in 1961. Slightly greater exports of industrial machinery and chemical specialties prevented a sharper decline. Shipments of cotton manufactures, automobiles, parts and accessories, aircraft parts and accessories and iron and steel mill products fell most in value.

U.S. imports from Indonesia were 17% less in value in 1962 than in 1961, falling from $163.1 million to $135.2 million, principally because of reduced rubber purchases. Crude petroleum became the largest source of dollar earnings. Imports of rubber and rubber manufactures fell sharply and tin ore, spices, and tea imports were also down.

Investment outlook encouraging

Investment opportunities in Indonesia for U.S. business continued to be limited to production-sharing arrangements. While one American company is successfully implementing a production-sharing arrangement in the fishing industry, other U.S. firms appear to be awaiting the negotiation of an investment guaranty agreement. Indonesia still shies away from the equity type of investment, with which the Government associates political control, but the Government has intermittently discussed with AID officials the advantages of an investment-guaranty agreement. Such an agreement would probably attract capital from U.S. sources, which are at present reluctant to commit their funds to ventures in Indonesia.

The long-established U.S. petroleum companies in Indonesia continued protracted negotiations with the Government under the 1960 Petroleum Law. They are reconciled to eventual withdrawal from marketing and refining operations—in due course to be taken over by the Government—and to a reduction in their share of the profits under the 60-40 formula (favoring Indonesia) of the June 1962 agreement between the Government and Pan American Oil Co. However, numerous areas of disagreement have so far prevented the conclusion of final contracts.

Unflagging interest

Like all other foreign firms in Indonesia—and many domestic enterprises as well—U.S. companies had difficulties in 1962 as the Government was forced to cut foreign-exchange allocations for needed supplies, and various tax and other measures increased operation costs. Despite these problems and generally discouraging business conditions, many U.S. firms continued to show interest in exploiting Indonesia's extensive petroleum, mineral, agricultural and forest resources, including those in West New Guinea, now (since May 1) under Indonesian administration.

Publications

Additional information can be obtained from the following Dept. of Commerce publications:

Licensing and Exchange Controls in Indonesia. OBR 62-34. 7pp.

Foreign Trade of Indonesia 1959-60. WTIS, Part 3, No. 62-16. 4pp. June 1962. 20 cents.

Economic Developments in Indonesia, 1961. WTIS, Part 1, No. 62-32. 11pp. April 1962. 15 cents.

Iran

Iran looks to development projects under economic plan to stimulate business

iron and steel
motor vehicles
sugar

Sales of U.S. goods to Iran—close to $100 million last year—are expected to be at least as good in 1963, as progress on the new economic development plan gains momentum.

Currently sluggish business activity should gain a much-needed lift from increased development outlays largely financed from the very substantial oil revenues of Iran. Restrictions on imports of non-essential and locally-produced goods are expected to continue, however, while the full impact of land reform and other recently initiated economic measures remains to be determined.

The best opportunities in Iran for U.S. sales in the coming months include construction and industrial equipment, agricultural machinery, chemicals and automobiles. Investment opportunities lie in projects connected with the Third Development Plan.

According to Iranian statistics, the U.S. with 17.5% of the market, is Iran's second most important supplier. West Germany leads with 19.8%, while the United Kingdom and Japan rank third and fourth. The market shares of the 2 leaders fell slightly in the year ending March 20, 1962, while those of the U.K. and Japan rose.

U.S. sales rise

U.S. exports to Iran rose slightly in 1962, despite continuation of the austerity program which severely restricts imports of luxury and non-essential goods. No basic changes have been made in the economic stabilization program, of which the import system is an integral part, by the Government which came into office in July 1962. Furthermore, sharp changes in economic direction are not anticipated in the coming months.

U.S. figures show the rise in U.S. exports from $91.9 million in 1961 to $97.2 million in 1962 was partially due to increased shipments of pharmaceuticals, chemicals, railway equipment, agricultural equipment, grain and tallow. On the other hand, shipments of construction and electrical machinery and rubber manufactures declined.

U.S. imports of Iranian goods dropped from $61.3 million in 1961 to $59.2 million in 1962. Crude petroleum continued to represent over half the total, while hides, skins, crude wool, wool carpets, dates and nuts comprised most of the balance.

Import regulations for the Iranian year ending March 20, 1964 were recently announced. These basic regulations, with minor changes, are expected to be valid for the duration of the Third Development Plan, which runs until March 20, 1968. The new rules emphasize the protection of local industries and give special privileges for imports from countries having bilateral trade agreements with Iran.

The 1963 regulations permit imports of passenger cars, previously banned, but imports of trucks continue to be prohibited. Other previously banned items which may now be imported include certain cosmetics, manufactured tobacco (with permission of the Tobacco Monopoly), non-electric refrigerators and electric coolers operating without water. The importation of some lubricating oils, synthetic textiles, and many sizes of tires, which had been previously authorized are now prohibited.

Restrictions eased

A modest relaxation of import restrictions on certain commodities occurred in September 1962 when the Central Bank of Iran amended its foreign exchange regulations. Certain raw materials and spare parts which previously had to be imported under a letter of credit with a 20% cash deposit were made importable on a collection draft basis. Other essential goods may now also be imported on the same basis, subject to prior approval of the Central Bank.

Although estimated expenditures under the Third Development Plan (September 1962-March 1968) were cut from $2.53 billion to $1.87 billion, effective implementation of the Plan should be a stimulus to the economy. The expansion of a number of industries is envisaged over the duration of the Plan.

Sales and investment opportunities will exist in the cotton and wool textile, food processing and canning, sugar, cement and glass industries. Important new industries under consideration include steel, paper, wallboard, synthetic fiber, and petrochemicals.

Major public sector projects are in the fields of tobacco, tea, fisheries, fertilizers, and minerals developments.

Recent projects include the construction of a $4 million beet sugar refining plant at Kermanshah and the drawing of plans for a national beet sugar refining plant at Mamasani. Under a contract with AID, a 6-month exploration survey of lead and zinc deposits at the BAMA mine near Isfahan has been undertaken.

The Industrial and Mining Development Bank of Iran has obtained a license to establish a plant for the production of sheet glass. A license has also been issued for the establishment of a paper mill in Khuzestan using bagasse from a nearby cane sugar refinery. Also planned are a series of water wells and related pumping equipment to irrigate projected beet plantations.

More than half of the cost of the Plan is scheduled to be met by rising percentages of Iran's oil revenues. In 1962 these amounted to $325 million, up 10.4% over 1961's record earnings.

A number of reforms were initiated by the Government during the latter part of 1962 and early 1963, which have had an unsettling effect on internal business activity. The most significant of these measures is a sweeping land reform program. Other important economic reforms include the sale of shares in Government-owned factories to help finance the land reform program; a system of industrial profit-sharing; nationalization of the country's forests; and establishment of an education or literacy corps.

Israel

rough diamonds
iron, steel
ships, boats
motor vehicles

U.S. industrial machinery, construction equipment should sell in expanding market

The economy of Israel, despite some conflicting forces, continues to expand, and the brisk economic growth characteristic of previous years is expected to continue.

This expansion, together with Israel's import liberalization program, should augur well for U.S. suppliers.

As a result of emphasis by the Government on the expansion of basic transportation and communication facilities and new encouragement for the private development of industry, there should be particularly good opportunities for U.S. suppliers of electrical equipment, industrial machinery and construction equipment. Furthermore, a program of import liberalization inaugurated at the beginning of 1962 and expanded further in October, already has freed about half of all Israeli import items from import licensing.

While relatively high duties have limited the effect of this move in terms of increased imports into Israel, the Government has indicated its intention of exposing the local Israeli industry to foreign competition. This should open the door to U.S. sales of a wide range of goods, including some consumer products previously restricted, such as household utensils, appliances, and work tools.

Total imports rise

Israeli trade sources record total imports into Israel during 1962 of $612.7 million, a 4.5% increase over the $586.3 million figure for 1961. During the same period, imports from the U.S. rose to $201.5 million, a 28% increase over the 1961 figure of $172.9 million. The United States, Israel's principal supplier, enjoyed almost 33% of the market in 1962 as compared with approximately 29% in 1961.

U.S. trade statistics show that U.S. sales to Israel, 1961-1962, rose from $146 million to $174.9 million and that U.S. suppliers scored almost across-the-board increases in the major items of Israel's import portfolio. Significant increases were evident in the fields of industrial machinery and aircraft, while imports of the former, contributing to the rapid growth rate in Israel's industrial sector, rose from $14.9 million in 1961 to $21.7 million in 1962. At the same time, however, electrical machinery registered a slight decline from $8.4 million to $8.2 million.

Although construction activity in Israel reportedly declined slightly toward the end of the year, the activity of the previous months in this field was reflected in larger sales of U.S. construction equipment, up from $3.8 million in 1961 to $7.3 million in 1962.

U.S. vehicle sales up

Sales of U.S. vehicles of all types, including tractors, autos, trucks, and buses, also scored increases from $11.2 million to $16.3 million. Exports of aircraft were up considerably, registering $17.1 million for 1962 as compared with $9.6 million during the previous year.

Increased purchases from the U.S. of wheat and related grain preparation rose from $32 million in 1961 to over $37 million in 1962, reflecting a fairly high purchase level of surplus agricultural products under the U.S. PL-480 program.

Scientific instrument

The favorable results of 2 exhibitions of scientific instruments held in Israel toward the end of the year, suggest that such events can be of considerable assistance in increasing sales of U.S. goods.

One of these, with 14 U.S. firms participating, resulted in the sale of 90% of the equipment available for sale, which included most of the instruments brought for the exhibition. The importance of this endeavor is underlined by the fact that West European countries are making similar efforts to penetrate the market in Israel which, up to the present time, has favored the U.S. with 60% to 70% of its foreign purchases of scientific equipment. U.S. exports to Israel of scientific and professional equipment amounted to $1.6 million last year.

Israel's draft budget for the fiscal year which began in April is 17% larger than the previous year and amounts to $930 million. The development budget, 7% larger than last year, reduces expenditures in the agricultural sector and places increased emphasis on transportation and communications, highway development, electricity, and development of the national water scheme.

U.S. loans

Extension of the electricity grid and highway grid with U.S. financial assistance in the form of Export-Import Bank and the International Bank for Reconstruction and Development loans are to continue. Reduced expenditures allotted to industry point up the Government's policy of relying on private foreign and domestic investment for much of the industrial growth which formerly received heavy government support.

Under the auspices of the Department of Commerce, the first U.S. Trade and Development Mission to Israel visited there in June 1962. Several proposals for joint ventures developed during the visit, and the Israeli Investment Authority summarized the attitude of the Government of Israel toward U.S. investors.

They indicated that while investment proposals are handled on an individual basis, various tax benefits and other government assistance depend on the degree to which each project meets certain requirements. These include ability to replace imports at a competitive price and standard, bring new technological know-how to Israeli industry, open up new marketing and export possibilities, or increase the potential of Israel's development areas.

For further data

Additional information can be obtained from the following Dept. of Commerce publications:

Establishing a Business in Israel. WTIS, Part 1, No. 62-10. 11pp. March 1962. 15 cents.

Licensing and Exchange Controls, Israel. WTIS, Part 2, No. 61-37. 4pp. May 1961. 10 cents.

petroleum
iron, steel
wool

Italy

Economy finishes strong in '62; chances for U.S. exporters good in many fields

The year 1963 appears promising for the Italian economy and for U.S. exports to Italy.

During the first 3 quarters of 1962, output had failed to rise above the high level reached at the start of the year, in part due to prolonged strikes in the metallurgical and engineering industries, but a vigorous increase of the industrial activity began last fall.

In October, the economy spurted to finish the year very strong with a rate of annual growth slightly less than in the preceding year but still among the highest in Western Europe.

Imports outstrip exports

Italy's foreign trade in 1962 was characterized by a much more rapid rise of imports than exports.

Imports totaling $6,056 million were up 16% over the preceding year. Total exports at $4,666 million were up 11.5%.

Italian imports from the U.S. were $881 million, an increase of 2%. Exports to the U.S. were $441 million, up by 15%, sparked by expanded sales of foodstuffs, footwear, gloves, textiles and automobiles. They constituted 9.5% of total Italian exports as against 9.1% in 1961.

Leading the U.S. exports to Italy in 1962 was, as usual, machinery. Sales totaled $215.7 million, up 16.5% over the preceding year. The most important increases affected metal-forming machine tools, metal-working machines and parts and electronic equipment and parts. Prospects are very good for a further increase of industrial machinery sales.

U.S. exports of metals and manufactures ($107 million) were down 11.4% from 1961 mainly as a result of decreased sales of iron and steel mill products; also down were exports of refined copper ($32.7 million) and iron and steel scrap ($36.6 million).

On the other hand, U.S. exports of chemicals and related products ($84.6 million) were up 3.2% over 1961, coal-tar products ($19.8 million) 18.6%, and chemical specialties ($23.4 million) 11.9%.

U.S. bituminous coal exports ($53.6 million) went up 26%, and there are good chances for a further substantial increase in 1963.

Present prices and shipping rates make it often unprofitable for German coal suppliers to serve the Italian market, and there are indications that some major German exporters will not renew their delivery contracts when they expire. The U.S. is expected to ship 700,000 tons more of coal in the first half of 1963 than in the first 6 months of 1962.

U.S. exports of wood and paper ($30.4 million) were up 8.4% over 1961. Of this group, exports of logs, hewn timber and burls (up 32%) and softwood (up 29%) showed a particularly large increase.

Leading U.S. agricultural exports to Italy in 1962 were (value in millions of dollars and percentage of change from 1961 in parentheses): raw cotton (40; —39); soybeans (31; +53); corn (31; +325); inedible tallow (14; —12 and unmanufactured tobacco (13; +53).

U.S. cotton exports in 1963 are expected to increase 25% to 50% above the 1962 level. Soybean exports are likely to expand further. On the other hand, no increase is expected in our sales of wheat, corn and tallow.

U. S. share

The U.S. share of the Italian market in 1962 was 14.5% as against 16.5% in 1961. Were it not for the huge and abnormal wheat export in 1961, the U.S. share would undoubtedly have been larger.

The Department of Commerce is sponsoring a collective exhibit of U.S. products at the International Levant Fair, Bari, Sept. 10-23. For the reports of the U.S. Industrial Automation Mission to Italy and the visit to Italy of the first U.S. industry - organized - and - financed Trade Mission "Sparkplug" — both toward the end of 1962—see INTERNATIONAL COMMERCE of Jan. 14, 1963, and of Feb. 16, 1963, respectively.

A strong domestic demand for consumer goods was the bellwether of the Italian economy.

Real Gross National Product was up 6%, compared with 7.9% and 6.8% in 1961 and 1960. Industrial production rose 9.7% maintaining its remarkable year-to-year increase. The 1962 balance of payments surplus was $50 million as against $577 million of 1961.

Gold and foreign exchange holdings stood at $3.4 billion at the year's end, slightly up compared with 1961. Cost of living rose 5.8% during 1962, the medium-income index increasing 7%. Consumer prices averaged 4.6% higher than in 1961, and wholesale prices, 2.9%.

Industry expects orders to exceed last year's levels handsomely. Production is rising, and capital markets are active with new issues rapidly absorbed from rising savings and deposits.

The first available production data for 1963 are encouraging. In the first 2 months of the new year steel production was 5% higher than in the same period of 1962 and cast iron production up 15%. In January, the production of passenger cars and trucks showed an increase of 39% and 24%, respectively, as compared with January 1962.

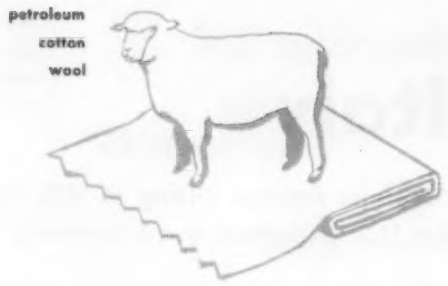
In the months ahead U.S. exporters to Italy should benefit from the steady demand for U.S. products resulting from the high level of industrial activity and the increasing consumer purchasing power.

On July 1, duties on imports from European Common Market suppliers are scheduled to be reduced further in line with the Rome Treaty stipulations. At the same time, however, many external duty rates will be lowered in the move to adjust these customs rates to the proposed final EEC tariff.

Additional information can be obtained from the following Dept. of Commerce publications:

Economic Developments in Italy, 1962. OBR 63-60. 8pp.

Basic Data on the Economy of Italy. WTIS, Part 1, No. 62-51. 18pp. June 1962. 15 cents.



Japan

Tight-money policy ends, growth prospects improved for this year

The Japanese economy is expected to resume a somewhat higher growth rate in 1963 after successfully completing last year one of its periodic readjustments necessitated by balance-of-payments problems.

As a result of the higher level of economic activity, U.S. exports to Japan —particularly raw materials and consumer items—may increase moderately, but business conditions are not expected to recover fully before autumn. Machinery exports will probably continue at the reduced levels of late 1962.

Out of the woods

The Government's forecast for the fiscal year ending Mar. 31, 1964 (JFY 1963) calls for a 6% increase in gross national product in real terms, slightly more than the 4.5% increase estimated for JFY 1962, but considerably less than the 15% average real increase in 1959-61. Excessive economic growth during the latter period brought about a serious deterioration in Japan's international finances. Heavy import demand for capital equipment and raw materials, combined with a sluggish export market, were the principal causes of Japan's financial problems. By the close of 1962, recovery was well under way, partly as a result of the Government's remedial monetary measures, including curtailment of imports, and, more importantly, as a result of the greatly expanded earnings from receptive markets in the United States and Europe.

Total exports in 1962 reached the peak level of $4.9 billion, 16% higher than in 1961. Imports amounted to $5.6 billion, a 3% decline from the record $5.8 billion total in 1961. Official Japanese statistics indicate that exports to the United States increased at a steeper rate than exports in general. They rose to $1.4 billion (free on board), up 31% over 1961. Imports from the United States (cost, insurance, and freight) fell to $1.8 billion, a 14% decline. When computed on a foreign-exchange basis, it appears that exports and imports were roughly in balance.

The United States continued to be Japan's principal supplier, although the U.S. share of imports decreased to 32% from 36% in 1961. The decline resulted chiefly from smaller imports of scrap-iron and raw cotton as both the steel and textile industries were in recession and curtailed production. Imports of U.S. industrial machinery increased by 13% in spite of the retrenchment program, possibly because of the time lag between placing of orders and delivery date. The United States was also Japan's principal market, accounting for 28% of Japan's exports compared to 25% in 1961. Exports of most of the principal export groups increased—iron and steel by 93% and clothing, radios, and toys by 18% each. Other large exports to the United States were textile fabrics, plywood, chinaware, carpets, and photographic equipment.

Varied efforts are being made to increase U.S. earnings from exports to Japan and earnings from Japanese tourist expenditures. A U.S. Machinery Trade Mission toured major Japanese cities last October seeking export opportunities for American business. In November the U.S. Travel Service regional office in Tokyo was officially opened to promote travel to the United States. The second meeting of the cabinet-level Joint U.S.-Japan Committee on Trade and Economic Affairs was held in Washington in December. On Apr. 2, 1963, a permanent Trade Center was opened in Tokyo to provide manufacturers, on an industry-wide basis, an inexpensive means of displaying their products and expanding their exports to Japan. Finally, the United States participated in the Fifth (April 16-May 6) Tokyo International Trade Fair.

Brighter prospects

Economic conditions in Japan are, in general, more favorable for the American exporter than last year. Certain hopeful signs point to an economic upturn: Wholesale prices have continued to rise, slightly, since November; recent orders for machinery have increased to the previous year's level; some production cuts have been rescinded; manufacturers have been increasing purchases of raw materials; and the stock market is becoming more active.

Money market conditions are still tight but credit is expanding and the Bank of Japan has reduced its basic discount rate for the third time since the tight-money policy was relaxed last October. In December the 35% prior deposit rate for certain imports, in effect for some 15 months, was cut back to 5%. On April 1 the 6-month waiting period for repatriation of capital by foreign investors was eliminated.

More liberal

The commodity import budget for April through September is more liberal than that of the preceding budget, amounting to $3,465 million, a 10% increase. Excluding the $200 million reserve, 78% of the current budget is programmed for items freely importable. Following three liberalization actions in 1962 and another on April 1, there were 229 items on the "negative list" subject to restrictive licensing. As a result of Japan's acceptance of an International Monetary Fund finding in early 1963, that balance-of-payments justification for Japan's controls no longer exists and the Government has agreed to relax its remaining restrictions as soon as possible.

More information

Additional information can be obtained from the following Dept. of Commerce publications:

Trade of the U.S. With Japan, 1959-61. OBR 62-45. 4pp.

Economic Developments in Japan, 1962. OBR 63-69. 9pp.

Japan's Licensing and Exchange Controls. OBR 62-6. 4pp.

Foreign Trade of Japan, 1960-61. OBR 63-50. 8pp.

Korea

cotton
manufactured fertilizers
wheat

U.S. to retain high share of market; investment opportunities anticipated

After a year in which records were established in both the foreign trade and industrial fields, the immediate outlook for the Korean economy is mixed.

Although industrial production is expected to continue at high levels, some temporary contraction in the import market is possible, reflecting tighter licensing controls and reduced availability of foreign exchange. At the same time, additional investment opportunities should be provided for U.S. firms, as the Government moves into the second year of its 5-year economic development plan.

The question of the Government's future composition gives rise to some uncertainties on the part of both Korean and foreign—especially American—businessmen. Although elections were originally scheduled for this spring with a return to civilian government expected in the summer, the head of the Government, General Chung Hee Park, in mid-March called for a deferral of the elections and a 4-year extension of military rule. Later developments make it appear, however, that the present government intends to hold elections within the year.

U.S. leads

Despite these political problems, the United States will again in 1963 retain the largest share of the Korean import market as a result of the continuing Public Law (PL) 480 and Agency for International Development (AID) programs in the country. Total U.S. economic aid to Korea is running at about $200 million annually. The eighth PL 480 agreement, signed in November 1962, amounted to $54.3 million, largely made up of wheat and raw cotton. And "supporting assistance" under AID, totaling at least $75 million for the current U.S. fiscal year, includes non-nitrogenous fertilizer, synthetic fibers, logs and lumber, selected chemicals, some iron and steel products, ferrous scrap, and pulp and paper.

Machinery sales

Because of the limited worldwide procurement policy of the AID program, the main competition for U.S. exporters will come outside these commodity areas, from Japanese and Western European suppliers. Both because of present living standards in Korea and the country's balance of payments difficulties, the Korean market for most consumer goods will remain largely closed. The opportunities for sales of industrial machinery and related items, however, will continue to grow.

In addition to taking advantage of improved U.S. sources of financing and insurance, American exporters should make every effort to at least visit the capital city of Seoul during their Far East trips, both for the purpose of checking on their local agents and in order to provide direct service to their customers. In the future, such a visit may require only time and not additional transportation expenditures, as the International Air Transport Association has proposed that Seoul be included in its "round-the-world" fare at little or no extra charge.

Trade expansion

Partly in response to the Government's efforts and the needs of the economic development program, Korea's foreign trade last year expanded in both directions by nearly one-third. Exports (at $56.7 million on an exchange receipts basis) established a new record, and imports, valued at an estimated $425 million on a customs-clearance basis, reached the highest level since 1957. A remarkable rise was recorded for imports of building materials, Korean purchases of synthetic yarns and fibers roughly doubled, and notable increases were registered for various types of machinery, fertilizer, industrial chemicals, and pharmaceuticals. U.S. suppliers participated in virtually all of these increases, and the U.S. share of the Korean import market rose from 48% in 1961 to an estimated 55% in 1962. In terms of U.S. Census data, U.S. exports to Korea last year were valued at $215 million as compared with a 1961 figure of $165 million.

Korea's over-all industrial production in 1962 increased 16%, despite continuing political problems, a currency conversion in mid-year which temporarily disrupted business and trade, and a sharply reduced crop harvest. Poor weather conditions, disease, and improper use of fertilizer accounted for a 14% drop in staple food output from record levels of the previous year. Consequently, gross national product in real terms increased by only 2.3%, failing to keep pace with Korea's high rate of population growth.

Under the impetus of the 5-year economic plan and the Government's desire for foreign sources of equity and loan funds as well as foreign technical assistance, investment interest by U.S., West European, and Japanese firms continues to be strong. American representatives have visited Korea to investigate such diverse possibilities as steel, fertilizer, straw pulp, and synthetic fibers, with most of the projects in various stages of negotiation. Some proposals, however, are dependent on the availability of external financing.

Although Korea has a favorable Foreign Investment Encouragement Law—supplemented in 1962 by legislation covering supplier's credits and Government guarantees for repayment of foreign loans—almost none of the projects actually under way include foreign equity participation. One exception is a nylon filament plant being built by a U.S. firm on a 50-50 equity basis, which represents the first such endeavor by an American firm. The Korean Government is hopeful that other American companies will make similar moves, and it is making a concerted effort to attract such outside capital.

Additional information can be obtained from the following Dept. of Commerce publications:

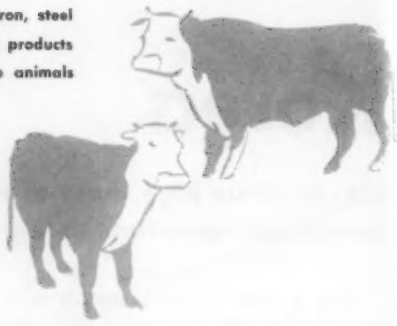
Economic Developments in the Republic of Korea, 1962. OBR 63-64. 7pp.

Import Tariff System of the Republic of Korea. WTIS, Part 2, No. 61-3. 2pp. January 1961. 10 cents.

Lebanon

Business climate shows improvement; U.S. exports may be due for upswing

iron, steel
petroleum products
live animals



Exports of U.S. goods to Lebanon, off slightly last year, may be due for an upswing in 1963 under the stimulus of an improved business climate and increased governmental activity aimed at developing the industrial and agricultural sectors.

The best opportunities for U.S. suppliers during the coming year appear to include industrial machinery, electrical machinery, automobiles, trucks and buses, air conditioning equipment, household refrigerators, wheat and wheat flour, medicinals and pharmaceuticals, and paints and varnishes.

Auto competition keen

Competition for the automobile market in Lebanon will remain keen, vying with the smaller and more economical European cars for the limited Lebanese income. While European-make cars continued to lead in number of sales, U.S. manufactured cars managed to improve their relative position, based on automobile registration figures, to 14.6% of the automobile market in 1962 from 14.2% in 1961. New car registrations in 1962 totaled 8,700.

On the basis of value, moreover, some observers feel that U.S.-built vehicles are probably absorbing 30% to 35% of all of the money spent on passenger cars in Lebanon.

'Sales clinic' launched

To assist in stimulating sales of U.S. farm machinery and earth-moving equipment, the U.S. Embassy in Beirut launched a unique "sales clinic" toward the end of the year. It is hoped that this effort, held in cooperation with local representatives and dealers, will result in boosting recently slow sales of such equipment. When the planned road building and agricultural development programs swing into high gear, this sector of the economy should pick up considerably, however, and result in increased purchases of related U.S. equipment.

U.S. figures show total U.S. sales to Lebanon in 1962 of $43.3 million, falling slightly short of the previous year's figure of $45.3 million. While exports of tires and tubes, pharmaceuticals and chemical specialties were up slightly from the 1961 level, sales of electrical and industrial machinery declined from $12.2 million in 1961 to $10.4 million in 1962. Exports of autos and trucks also fell slightly, from $6.1 million to an even $6 million. Preliminary estimates indicate that the U.S. continued as Lebanon's second largest supplier after the U.K. but ahead of West Germany, France and Italy.

Duty reduction

The tendency of the Lebanese Government's import policy in recent months has been to reduce duties on primary materials and equipment needed by Lebanese manufacturers. Paralleling this action, duties on some locally manufactured goods have been increased in an attempt to protect domestic industry while, at the same time, avoiding injury to the interest of merchants and consumers.

During the closing months of 1962, the Lebanese economy showed signs of vigor and prosperity, with the countryside profiting from stepped-up public works projects and favorable rainfall during the year which brought about increased fruit exports. Despite the late revival, however, retail sales were down for the year by an estimated 25% and car sales showed a 15% decline for the same period.

Other restraining factors were still evident, including a hesitant business attitude due to a reported slackening of capital inflow. In addition, tensions in the area tended to place a damper on private economic activity.

More active partner

Many observers view the Government as becoming a more active partner of the private sector in the economic development of Lebanon.

The Government's economic activity has been reflected in the expansion of the public works program, which totaled $42.9 million in 1962 compared to only $17.7 million in 1961. Among public works schemes approved during 1962 is the first phase of a project to expand Beirut port facilities by adding a 3rd basin; this $11 million contract was awarded to a Greek firm.

In addition, the Litani Irrigation and Hydroelectric Project is being revived, with $28.3 million allocated to finance the construction cost until 1965.

Of special interest to U.S. exporters is the Government's action, designed to promote industrial growth, in removing certain categories of goods from the list of items that were previously subject to licensing requirements (the prior import list). Liberalized items include manufacturing machinery, bulk agricultural products, leather goods, and women's clothing.

Stimulants

Other measures designed to stimulate the economy include encouragement of the petroleum industry and the implementation of a policy of price supports for wheat and barley crops. Linked with the public works program, the latter provides, among other things, for the construction of silos in order to insure the country's supplies of grain and related products during lean years.

Other governmental actions point to the desire to lift living standards and also underline the trend toward increased public participation in the country's economy. By administrative action the Government set lower price levels at which bottled butane gas and pharmaceuticals would be sold, passed basic legislation providing for low cost housing subsidized by the government, and enacted a new rental law calling for adjustments in rents in favor of lower income groups.

Additional information can be obtained from the following Dept. of Commerce publications:

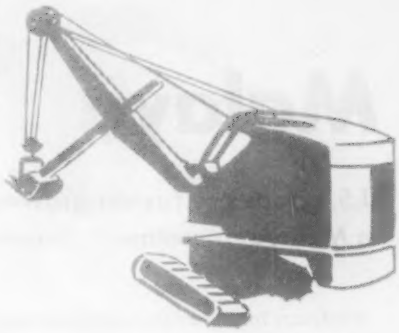
Establishing a Business in Lebanon. OBR 62-41. 8pp.

Basic Data on the Economy of Lebanon. WTIS, Part 1, No. 61-75. 12pp. December 1961. 15 cents.

motor vehicles
construction, mining machinery
rice
iron, steel

Liberia

Prospects for U.S. traders seen as consumer demand increases



U. S. sales to Liberia increased in 1962, and prospects are that this West African country will continue to offer considerable opportunities for U.S. traders and investors. Despite a temporary period of consolidation in the past year, Liberia's recent commercial history has been characterized by steady gains in consumer demand and per capita purchasing power.

To illustrate Liberia's accelerating rate of economic development, one need only point to the marked increase in net Government revenues which—less than $1 million before World War II—are expected to reach $38 million in 1963.

Expenditures will probably exceed this amount, but strenuous governmental efforts have been forecast to close the anticipated deficit. These include new revenue producing measures, debt rescheduling, new borrowings, and further attempts to realize more revenue from existing measures.

New industry planned

The construction industry has remained active and there are many plans for establishment of new industries, partly as a result of encouragement and assistance from the Government-sponsored Liberian Development Corporation. In various stages of implementation are an aluminum fabricating plant for manufacture of jalousies and light aluminum products; a small metal plant for manufacture of pots, pans, buckets, and similar utensils; a pharmaceuticals plant; and a motion-picture theater in Monrovia.

The trade outlook for U.S. suppliers is good.

Use of the U.S. dollar as legal tender in Liberia, absence of trade restrictions of almost any kind, the presence of large, established American enterprises, and the close and cordial ties which have always existed between the United States and Liberia should enable the U.S. to further strengthen its position as a predominant supplier to this nation.

The United States sold $50.9 million worth of goods to Liberia in 1962; sales in 1961 amounted to $49.6 million. Although the 1962 figure represents an increase in dollar value over that for 12 months previously, percentagewise the U.S. share of the Liberian market has slipped in recent years because of increased competition from Europe. Many U.S. companies now taking the Liberian market for granted should pay greater attention to such factors as servicing and direct contacts between supplier and consumer.

The most significant U.S. exports to Liberia in 1962 with respect to value were mining equipment, transportation, construction, and power generating equipment, building materials of all kinds, industrial air-conditioning apparatus, office furnishings and supplies, residential furniture and fixtures, hospital equipment and supplies, tobacco, and foodstuffs. All of these items should continue to move moderately well.

The United States purchased about $32 million worth of Liberian commodities in 1962. Of this total, about $20.9 million was spent for crude rubber; $6.4 million for iron ore; $785,000 for rough or uncut diamonds; and $173,000 for coffee. The United States also takes some of Liberia's palm kernels and timber.

Chances for U.S. suppliers

Development of Liberia's resources, especially iron ore, rubber, and timber, is being accomplished rapidly and is opening up ever increasing opportunities for U.S. suppliers.

For example, a major factor in the augmented value of total Liberian imports in recent years ($90.6 million in 1961, as compared with $69.1 million in 1960), has been the great amount of machinery and transportation equipment brought in by the various iron ore mining concessions.

Liberia's 1962 production of iron ore war down slightly from 1961 because of temporary operational difficulties. But two companies are now producing, as opposed to one a year ago, and four companies should be in operation soon. Liberia's ore is of an exceptionally high quality and estimated total reserves in the Bomi Hills, Bassa Hills, and Nimba Range are extraordinarily large.

Rubber is a major mainstay of the Liberian economy though it is gradually yielding first place to the country's rich deposits of iron ore. The seven foreign concessions engaged in rubber production have a total of about 112,000 acres of rubber trees under cultivation. Estimates are that production will increase only moderately in the next 5 years because of the large number of immature trees.

U.S. assistance

Liberia has been a major area of U.S. financial assistance.

The U.S. Agency for International Development (AID) recently announced a loan of $4.7 million to Liberia to help finance construction and equipment of a National Medical Center. This aid is tied to U.S. procurement.

Projects lately completed with the help of American grants or loans include the Free Port of Monrovia, Roberts Field Airport, several roads, Monrovia's water supply system, and a portion of its electric power system.

Of special interest to U.S. traders and investors are the efforts being made by Liberia's Office of National Planning in seeking to coordinate Liberia's economic development. A U.S. consulting firm, Klein and Saks, is advising the Office in this work, under contract with AID.

Data available

Additional information can be obtained from the following Dept. of Commerce publications:

Establishing a Business in Liberia. WTIS, Part 1, No. 62-53. 19pp. June 1962. 15 cents.

United States Trade With Major World Areas, January-September, 1962. OBR 63-28. 8 pp. January 1963.

rice
petroleum products
motor vehicles

Malaya

U.S. goods are fastest-growing imports in Malaya; investment climate good

Prospects for increased American trade and investment in the Federation of Malaya continue to be unusually favorable. The general level of business activity in the Federation remains high; import levels increased by about 9% in 1962, but exports declined by a fraction of 1% due to a mild decline in tin and rubber prices.

While the rate of private investment in industry lagged behind the target set in the Federation's second Five-Year Plan, new industrial sites are being developed, new factories are being opened, and plans for more industrial ventures have been announced. Industrial production was on the whole stationary in 1962, but construction increased substantially.

Rubber and tin still dominate the Malayan economy, and the weakening of the international price of crude rubber had a mildly adverse effect on Malaya's international accounts and on the economy in general. Nevertheless, despite slipping international rubber prices, replanting of rubber is being undertaken on a large scale.

Trade picture

A slight deterioration of the terms of trade in 1962 brought about the first deficit in the current amount of Malaya's balance of payments in many years. The value of total Malayan imports in 1962 was $817.1 million, an increase of 9% over 1961. The 1962 value of export totals, remained nearly stable at $875 million, despite lower world-market prices for crude rubber and tin, and lower volume exports of iron ore and other minerals. Thus, the Federation's balance of merchandise trade remained favorable at $58.2 million.

However, the balance of payments on current account showed a deficit as the customary shortfalls in the dividend, services and transfer accounts continued. Nevertheless, Malaya's financial condition, backed by adequate exchange reserves and a high international credit rating, has remained sound. The inflow of investment funds and possible foreign loans are expected to close the payments gap in due course.

U.S. trade rising

In 1962, only Singapore was a better market for Federation exports than the U.S. Thus, the American market provides a principal support for the development of the Malayan economy. U.S. imports from Malaya in 1962 were valued at $187 million, a 26% increase over 1961. The U.S. maintained its position as the largest purchaser of both rubber and tin—the 2 commodities which constitute the bulk of Malayan exports and are of critical importance to the prosperity of the country.

Malaya's principal suppliers of goods and services are the U.K., Indonesia, Thailand, Singapore, Japan and the U.S., in that order. The U.S., as a major supplier of goods to the Federation, improved its position from 7th to 6th place during the past year. The rate of increase of U.S. exports to Malaya since 1960 has been higher than that of any other country, totaling $32 million in 1962, a 40% increase over 1961.

Industrial development in Malaya is expected to stimulate a further rise in the demand for a large variety of capital goods and technical services, and will indirectly generate an increase in consumer demand by raising income levels in general. The fastest growing import requirements in Malaya are for machinery and equipment for new factories. A total of 89 new industries, most of them medium and small, has been started since adoption of the Pioneer Industries Incentives Program in 1958.

Well equipped

U.S. suppliers are well equipped to satisfy these increasing requirements of the Malayan market. Judging from the pattern of U.S. sales to Malaya over the past several years, industrial machinery, tobacco manufactures, petroleum and products, iron and steel mill products and tractors should top the list of U.S. export items.

The Federation Government provides attractive conditions for investors, both foreign and domestic. As inducements to foreign investors, the Federation offers income tax relief for up to 5 years for pioneer companies, free repatriation of dividends and profits, tariff protection for infant industries, tariff concessions on imported materials needed for manufacturing, and well laid-out and equipped industrial estates.

Confederation a spur

Although the present rate of industrial investment has been low, the prospects for a more rapid growth will be considerably enhanced by the forthcoming confederation of the 5 areas slated to join in the Federation of Malaya (the Federation, Singapore, Sarawak, Brunei and North Borneo) in late summer of 1963.

Malaysia will have a population of about 10 million, a good portion of which already enjoys a high living standard. If the Government of Malaysia is successful in creating the same general climate of economic and political stability in the larger area of the new union that now prevails in the Federation of Malaya, the merger will greatly stimulate the development of industrial and commercial ventures by providing a broad resource base and a large single market for industrial products.

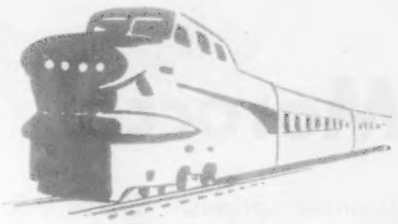
The establishment of new industries and the expansion of existing ones throughout Malaysia will mean new opportunities for increased U.S. exports and for an increased flow of U.S. investment funds to the area.

More data

Additional information can be obtained from the following Dept. of Commerce publication:

Economic Developments in the Republic of Malaya, 1962. OBR 63-68. 4pp.

motor vehicles
railway vehicles
pharmaceutical products



Mexico

Broader sphere of industry widens market for U.S. goods

Mexico faces a brighter future than it has in several years because of its greater stability since mid-1962. U.S. businessmen may find a slightly wider margin in the Mexican market for their exports and a growing demand for their investment capital in 1963, as the country moves into a wider sphere of industry, and public works and other economic development programs gain momentum in the final 2 years of effort by the Administration to achieve its campaign goals.

Politically, financially, and economically there is evidence of a strengthening of the economy. Overall activity is firmer as the result of the Government's more positive stand on Cuban-Hemispheric as well as domestic political and social developments, improvement in the country's external financial transactions and foreign trade, improved Federal finances resulting from increased tax revenue, and a moderate rise in Gross National Product.

Mexico continued to hold first place in U.S. trade with Latin America and fifth place in U.S. world trade in 1962. U.S. sales to Mexico—principally capital equipment, industrial supplies, and raw materials for manufacture—represented about 75% of Mexico's total imports of these categories in 1962 (76.9% in 1961). The 1962 decline reflected some diversification in Mexico's import trade and increase in domestic output.

Manufacturing spurred

Both U.S. exporters and investors will probably find their best opportunities in the area of manufacturing, which should expand substantially under the impetus of the Government's Immediate Action Plan, the overall aim of which is to increase GNP annually by 5 to 6%. While trade in this area is promising, competition is keen, particularly with Western European countries and Japan where long-term credits and other trade and investment facilities are increasingly available to Mexico.

Among U.S. trade promotion activities in Mexico this year were a 3-week Trade Fair in Mexico City in February, which drew a record crowd of 1.2 million. Also, a 7-man Trade Mission visited the Capital and larger cities of Mexico. The Mission, with other Departmental officials, will hold follow-up conferences in Los Angeles, Houston, Dallas, Chicago, and New York, May 6-10.

The value of Mexico's 1962 imports from the U.S. dropped slightly, according to Mexican trade figures, to $783.2 million from $798.1 million in 1961, and represented 68.5% of Mexico's total imports. Mexico's 1962 exports to the U.S. rose to $552.5 million from $502 million in 1961 and represented 60.9% of total exports.

Trade position improves

Mexico's total trade position improved greatly in 1962, exports and imports rising to $907.3 and $1,143.1 million from $802.1 and $1,138.7 million, respectively, in 1961. Sharp increases occurred in exports of cotton, cattle, meat, shrimp, copper, and tomatoes. Imports were held down by stringent import controls and showed little overall change from 1961.

Principal commodities exported to Mexico by the U.S., according to U.S. trade statistics, were machinery (electrical, industrial, agricultural); vehicles (automobiles, trucks, buses, trailers); tractors; railway transport equipment; chemicals and related products (medicinal, pharmaceutical, industrial, fertilizers); metals and manufactures (except vehicles and machinery); foodstuffs; and nonmetallic minerals, including petroleum. These commodities are expected to continue large in U.S. exports to Mexico in 1963.

Data recently released by the Bank of Mexico indicate that Mexico's GNP rose by 4.2% in 1962 (3.5% in 1961). The country's external financial transactions showed a favorable balance on goods and services for the first time since 1955, with exports increasing by $105.2 million, imports by $4.4 million, and net income from tourist and border trade by $53 million, over 1961.

Mexico's international balance of payments showed a credit of $55.3 million at the end of 1962, as against a deficit of $71 million at the end of 1961, a total gain of $126.3 million. Reserves of the Bank of Mexico rose to $406.9 million on December 31, 1962, from $390 million at the close of 1961, and to $426 million in March 1963. Stability of the peso was guaranteed by these reserves as well as by some $345-million in "secondary reserves" available from U.S. and international agencies.

Price index up

Last year Mexico's wholesale price index rose by 1.8%, Government investment by 6%, federal expenditures and revenues by 13%, and income tax collections by 17%, over 1961. Despite improved tax collections (representing 36% of total revenue), there continued to be a budget deficit, although reportedly it was being narrowed. In 1961 this deficit was $40 million.

Direct foreign private investment, following the trend of domestic private investment, declined in 1962 to 6.1% from 6.6% of total private investment in 1961. Although many new foreign investments are now made in partnership with Mexicans and on a minority capital basis, the investment outlook may be improving, judging from the number and caliber of new U.S. and other foreign manufacturing firms being established in Mexico.

Background

Additional information can be obtained from the following Dept. of Commerce publications:

Economic Developments in Mexico, 1962. OBR 63-77. 15pp.

Import Tariff System of Mexico. WTIS, Part 2, No. 62-16. 2pp. April 1962. 10 cents.

Preparing Shipments to Mexico. WTIS, Part 2, No. 61-88. 9pp. November 1961. 10 cents.

sugar
petroleum products
motor vehicles

Morocco

Business optimism makes U.S.-Moroccan trade prospects the best in recent years

The prospects for the Moroccan economy in 1963 appear better than they have been in recent years, and consequently demand for U.S. exports may increase. There is an air of optimism in the business community which is largely based on a feeling of increased political stability resulting from the overwhelming approval of the King's draft constitution in the December 7 referendum. There is talk of increased investments in local industry and a general buoyancy in the economic climate.

In 1963, as in the past, U.S. exports to Morocco will continue to benefit from tied U.S. loans and the PL-480 program. The serious interest being shown by a number of U.S. firms in possible Moroccan investments is also likely to improve the sales outlook for U.S. goods.

Trade opportunities

Moroccan Government expenditures for economic development as outlined in the 1963 Investment Budget are set at $144 million, compared to $101 million in 1962. The major increases are allocated to Agriculture and Public Works.

Public Works expenditures will concentrate mainly on the *Promotion Nationale* program and financing various development projects such as the Safi chemical complex, a steel mill, civil aviation, port development, railroads, electrical power distribution, and a hydroelectric plant at Machra Klila. Agricultural expenditures will be made principally in irrigation extension, rural improvements and research.

U.S. sales opportunities

Planned expenditures and priorities established by the Moroccan Development Plan seem to offer the greatest opportunities for expansion of U.S. exports of: radio and telephone equipment; agricultural equipment and machinery; insecticides, natural and chemical fertilizers; machine tools; piston motors; textile machinery and electrical motors. Television transmitters (625 lines, West European system); automotive spare parts, soya beans and soya bean and cottonseed oil are also needed.

U.S. firms which submit bid proposals should attempt to have them translated into French before submission. The evaluating engineer or importer seldom will understand the bid if submitted in English, and he may tend to disregard it altogether.

U.S.-Moroccan trade

Principal 1962 U.S. exports, other than Food for Peace shipments, were agricultural machinery; cotton; agricultural tractors; construction, excavating and mining machinery, and chemical specialties. These products should continue to head the list in 1963.

U.S. exports to Morocco in 1962, according to U.S. figures, amounted to $52.6 million as compared to $66 million in 1961. The major part of U.S. exports during these 2 years consisted of PL-480 shipments of foodstuffs in response to the severe 1961 drought.

According to Moroccan figures U.S. exports in 1962 accounted for 11.6% ($6.4 million) of total industrial equipment imports. In the consumer goods category, the U.S. captured only 5.9% of the total Moroccan market of $120 million. In these 2 categories, France held 48.7% and 59.8% of the market respectively. As Morocco relaxes its licensing requirements for commodities in these groups, U.S. exporters should be able to increase their share of the market.

On the other hand, there appears to be less opportunity for U.S. exports of fuels and petroleum products, as total Moroccan imports of these commodities declined 50% in 1962 due to the establishment of the new oil refinery at Mohammedia.

U.S. imports from Morocco in 1962 amounted to $10.7 million, a decrease of $608,000 from the 1961 figure. Imports from Morocco include manganese, canned sardines, leather, canary seeds and rugs.

Economic conditions

The persisting threat of inflation mars the hopeful outlook for the economy of Morocco in 1963. The Casablanca Cost of Living Index for February rose to a new high of 119.2, from 117.2 in January 1962. The Index is now 9.7% above December of 1961, which served as the basis for the last wage increase of 5% in January 1962. The principal element forcing the index up is increased food prices, reflecting generally the losses caused by the heavy mid-winter rains and floods.

Phosphate production in 1962 exceeded the 8 million ton level for the first time in Moroccan history, accounting for 25% of all Moroccan exports. The decline in world market prices of lead, zinc and cobalt added to the depressed condition in these other areas of Moroccan mineral production.

The crop outlook for 1963, though dimmed in certain areas because of unusually heavy rains in January and February, remains on the optimistic side as a result of the excellent weather conditions during the fall planting season.

More data

Additional information can be obtained from the following Dept. of Commerce publications:

Basic Data on the Economy of Morocco. OBR 63-1. 20pp.

Preparing Shipments to Morocco. OBR 63-45. 6pp.

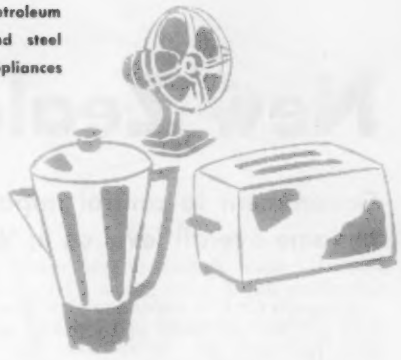
Establishing a Business in Morocco. WTIS, Part 1, No. 62-4. 15pp. February 1962. 15 cents.

Import Tariff System of Morocco. WTIS, Part 2, No. 62-24. 2pp. May 1962. 10 cents.

petroleum
iron and steel
electric machinery, appliances

Netherlands

Last year's expansion rate expected to hold in 1963; U.S. wares popular



The Dutch economy in 1963 is expected to expand at about the same rate as in 1962, when the Gross National Product rose nearly 3% to an estimated $12.6 billion.

Over-all production and manufacturing are both seen likely to register gains of 4 to 5% despite the labor shortage and inability of the construction industry to keep up with the need for new plant facilities. While investment in fixed assets may rise only 1% in 1963, private spending will probably climb around 4%, producing a 3½% increase in domestic sales. Further pressure on profit margins seems likely, with industrial wages expected to climb 7 to 8% while a gain of only 3% in labor productivity is foreseen.

Uptrends

Assuming continuation of present economic trends, imports should expand by 6%, while exports should rise by 7%. Demand for U.S. goods is expected to remain strong during 1963. Purchases of capital equipment should be stimulated by industry's need to boost productivity and offset rising labor costs, meet increased competition from within the Common Market, and satisfy burgeoning consumer demand produced by full employment and rising wages.

Promising market potentials exist for goods in nearly all categories. Especially worthy of attention in consumer lines are attractively-priced clothing specialties, cosmetics and toiletries, photographic equipment, and articles for sports and recreation. Good prospects also exist for many food products, particularly frozen foods, prepared packaged foods, food specialties, honey and fruits.

Industrial products with above-average promise include laboratory and testing equipment, industrial machinery (particularly packaging machinery, advanced types of machine tools, and automation equipment), refrigerating and air-conditioning compressors, coin-operated laundry and dry-cleaning equipment, telecommunications equipment, and office accounting and computing machines. Good possibilities also exist for chemicals and allied products such as plastic semi-manufactures, wall and floor coverings, plastic fabric for the clothing industry (especially for rainwear), glass-fiber products, and certain industrial chemicals.

Decisive factors

Close attention should be given to sales promotion, competitive pricing, provision of adequate servicing facilities (particularly for major household appliances, vehicles, and machinery), and prompt delivery of goods. Due regard for details such as use of the Dutch language in promotional material, use of the metric system, and Dutch electric-current specifications may prove decisive. Prompt replies to correspondence and a willingness to consider small orders—possibly leading to larger repeat orders—will go far toward boosting sales and enhancing a U.S. exporter's reputation.

U.S. promotional activities in the Netherlands in 1963 include a visit by a U.S. Trade Mission (April 16-May 18), focusing on advanced food processing and packaging, mass general merchandising, laboratory and testing equipment, textile machinery and textiles, gas equipment for space heating, and advanced-type machine tools. In addition, the West Coast Lumbermen's Association is sponsoring a trade mission to several European countries, including The Netherlands, late in May.

U.S.-Dutch trade

U.S. exports to The Netherlands rose 8.3% in 1962 to $747 million, while imports from The Netherlands reached $221 million, up 6.1% from 1961. The United States maintained its position in the Dutch market, supplying 11.4% of all imports, compared with 11.1% in 1961. Common Market countries continued to increase their share of the market by supplying 50.2% of all Dutch imports in 1962, compared with 49.2% in 1961.

Leading the rise in U.S. exports were grains and preparations, other than wheat and wheat flour, $144 million (up 38%); oilseed, $67 million (up 23%); chemical specialties, $44 million (up 19%); industrial chemicals, $37 million (up 34%); office accounting and computing machines, $27 million (up 49%); bituminous coal, $27 million (up 20%); feeds and fodders, $25 million (up 217%); electrical machinery, $24 million (up 30%); and meat and meat products, $15 million (up 14%).

Substantial declines were reported for raw cotton, $12 million (down 47%); non-ferrous ores, metals, and scrap, $11 million (down 37%); commercial and civilian aircraft, $19 million (down 27%); wheat and wheat flour, $29 million (down 27%); inedible animal and fish oils and grease, $14 million (down 25%); coal-tar products, $20 million (down 22%); man-made synthetic fibers and manufactures, $12 million (down 22%); and petroleum products, $10 million (down 12%).

Major items showing moderate changes were fruits and fruit preparations, $16 million (up 4%); unmanufactured tobacco, $16 million (up 1%); and industrial machinery, $51 million (down 2%).

Wheat, flour

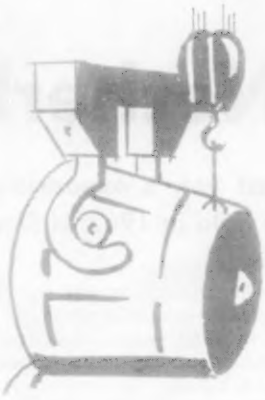
Implementation of the European Economic Community's Common Agricultural Policy at the end of July 1962 is believed to have been an important factor in the decline in sales of U.S. exports of wheat and wheat flour to The Netherlands.

A new Import and Export Act regulating Netherlands foreign trade became effective on Jan. 1, 1963. The Act is primarily a consolidation and restatement of previous laws in line with international commitments and does not represent a change in The Netherlands' fundamentally liberal foreign trade policy.

U.S. investment in The Netherlands continued at about the same high level in 1962 as in 1961.

New Zealand

petroleum products
iron and steel
motor vehicles
electric machinery



Government to control imports at same overall level as in '62

Prospects for U.S. exports to New Zealand in 1963 are likely to be similar to those for 1962.

Although considerable improvement in overseas exchange transactions was registered for 1962, the New Zealand Government plans to control imports in 1963 at the same overall level as in 1962.

Any increase in U.S. exports, therefore, would have to take place within that limitation and constitute a substitute for other suppliers' shares.

New Zealand's recurring balance of payments difficulties, stemming from its limited access to foreign markets for its agricultural products, continues to be a paramount factor in the volume of imports for which foreign exchange may be made available.

Two important changes

Two important changes in the Government's import schedule are the provision for allowing manufacturers "grouping" privileges—which will give them greater freedom in selecting particular imports required for their specific manufacturing processes—and the removal of discriminatory licensing requirements applicable to automobiles. Starting July 1, licenses for automobile imports will be issued without regard to currency areas. Consequently, the last vestige of discrimination as to source of supply has been removed from the licensing controls.

U.S. exports to New Zealand declined by 17% in 1962 to a value of $56.7 million from a 1961 value of $68.3 million. Virtually all major U.S. exports to that country in 1962 registered considerable declines, including chemical specialties ($4.4 million, down by 18%) tobacco and manufactures ($4.2 million down 17%), industrial machinery ($9.4 million, down 24%) and tractors and parts ($3.4 million down 38%).

On the other hand, U.S. exports of automobiles, parts, and accessories increased by nearly 20% from $1.2 million to $1.4 million and industrial chemicals by 11% from $1.1 to $1.3 million.

The decline in U.S. exports was in almost direct ratio to the drop in total New Zealand imports, which fell by 15.4% from $831 million in 1961 to $703 million in 1962. That drop is consistent with the Government's plan to hold imports to about $700 million annually.

The U.S. share of the New Zealand market in 1962 is estimated to have dropped only slightly from 9.5% to about 9%.

Exports slightly down

New Zealand exports of some $780 million in 1962 were only slightly less than in the previous year. U.S. imports (U.S. statistics) in 1962, however, were about 10% greater than in the preceding year, rising from $130.6 million to $141.2 million. The largest increased purchase in 1962 was of meat products which rose from $58.2 million to $72.6 million. Other chief imports included hides and skins, unmanufactured wool, shellfish, and dairy products.

During 1962, the New Zealand Government put into effect a number of measures designed to stimulate the economy and to expand exports.

Restrictions on the repatriation of dollar capital investment in New Zealand and earnings accruing therefrom were removed last November. Trading bank balances of $11.2 million frozen at the Reserve Bank were released to stimulate production and promote exports, and the Government announced its intention to make available some $11.2 million in the form of loans or guarantees for approved construction in the tourist industry. Preference for the latter will be given to projects in which a substantial part of the required capital is in overseas funds.

Development loans considered

Loans for port and railway development, now under active consideration by the International Bank for Reconstruction and Development (IBRD), will also serve to stimulate the internal economy.

Other development projects include an oil refinery and natural gas development. Drilling has been completed on the last "appraisal" well in the Kupuni natural gas field, and results have proved the commercial feasibility of exploitation of the natural gas deposits. Future daily production is estimated at 60 million cubic feet. It is hoped that 4500 barrels per day of condensate, representing 12% of New Zealand's present requirement of crude oil, can be separated from the natural gas output.

The New Zealand Government has instituted a number of feasibility studies to determine how the natural resources of the country can best be utilized. At the end of last year, the results of one of these studies was made public. The New Zealand Steel Investigating Co., which conducted the feasibility study on the establishment of an iron and steel industry, recommended the early establishment of such an industry.

The proposed plant would require a capital investment of $39.2 million and should be in production by 1966. Basic raw materials, iron sand concentrate and coal are available locally. The estimated annual production of 80,000 tons of steel would not only go a long way toward supplying New Zealand's requirements but would result in a substantial savings in foreign exchange.

More data

Additional information can be obtained from the following Dept. of Commerce publications:

Licensing and Exchange Controls, New Zealand. WTIS, Part 2, No. 61-45. 7pp. August 1961. 10 cents.

Basic Data on the Economy of New Zealand. WTIS, Part 1, No. 62-72. 24pp. September 1962. 15 cents.

cotton fabrics
motor vehicles
petroleum products

Nigeria

U.S. share of market increases as country moves ahead industrially

The outlook for the Nigerian economy in 1963 and the longer-range future is for gradual, solidly-based expansion. In spite of a slight 1962 slowdown in economic activity, businessmen operating in Nigeria are optimistic generally and expect a definite upturn this year.

U.S. trade with and investment in Nigeria increased substantially during 1962, although the total value of the country's foreign trade declined from the high level established in 1961.

Opportunities of particular interest to U.S. exporters are being opened as progress is made in the industrialization of Nigeria's economy. Investments currently under way or being planned by private investors, as well as a wide range of projects called for under the Development Plan, are creating immediate needs for machinery, industrial and technical equipment of all kinds and for building and construction materials.

Further, the demand for consumer goods, already substantial for a number of such products, can be expected to increase as the base of industrial employment and, hence, mass purchasing power are widened among Nigeria's population. In mid-1962, the population figure was estimated at 40 million.

U.S. exports to Nigeria amounted to $33.7 million in 1962, according to official U.S. statistics, compared with $26.8 million for 1961—an increase of over 25%.

U.S. machinery sales high

Machinery of various types comprised the most important category of goods in this trade, with total sales amounting to $14.4 million. The largest part, $10.9 million, of these U.S. exports consisted of industrial machinery. Sales of electrical machinery and apparatus in 1962, valued at $2.5 million, were 420% over the 1961 figure.

Other major categories of U.S. exports to Nigeria in 1962 were finished and semifinished textile goods ($4.5 million); foodstuffs other than fats and oils ($3.8 million); iron, steel and metal manufactures ($3.4 million—up 237% from 1961); and tobacco and tobacco products ($2.6 million).

The U.S. share of Nigeria's import market, according to preliminary Nigerian statistics, increased to 7.8% in the first 9 months of 1962, compared with 4.6% during the same period of 1961.

The U.S. thus moved from fifth to third place among the country's principal suppliers last year, led only by the United Kingdom and Japan.

The country's global foreign trade decreased during the first 9 months of 1962 from levels set during the comparable period of 1961, available Nigerian statistics show. Nigerian imports over this period fell from $375.6 million to $358 million, while the value of exports declined from $456 million to $403 million.

The fall in Nigerian imports apparently resulted in some part from conservative governmental policies aimed at holding down price and wage increases and at limiting imports of nonessential items.

Another major factor was reduced incomes in the agricultural sector and lower receipts of governments and marketing boards due to declining prices for some Nigerian commodities on world markets.

New plants

Most pronounced developments in Nigerian industrialization last year took place in the cotton textile sector, with a number of new plants either placed in operation or scheduled to start production shortly. The $2.8 million factory of Nortex (Nigeria) Ltd. at Kaduna, where employment is planned to increase during 1963 from 175 to 1,200, vividly illustrates the contribution to Nigerian economic growth which will be made by such investments.

Another important development was the start of production at the Nigersteel plant near Enugu. A joint venture between an Italian firm and the Eastern Nigerian Government, the company plans to employ about 900 Nigerian workers and to produce some 1,000 tons of steel a month when in full production.

Examples of progress in other industrial undertakings are numerous. Construction of a $22 million petroleum refinery is moving ahead, with production to start early in 1964. Two new phonograph record factories were opened recently, a $4.25 million plant will be built to manufacture bags from locally-grown fibers and a contract has been signed recently for construction of an arms and munitions factory.

Investments encouraged

The rising pace of industrialization in Nigeria must be attributed in large part to consistent efforts of Nigerian authorities to promote formation of domestic private capital and to encourage foreign private investment.

The signature in December 1962 of a U.S.-Nigerian Investment Guaranty Agreement is of direct interest to American business. The agreement allows the U.S. Agency for International Development (AID) to insure private U.S. investors in Nigeria against various noncommercial risks, and should be an important consideration to American businessmen looking at opportunities for investment in Nigeria.

All indications, then, are that industrialization in Nigeria should continue at a steady tempo, creating both wider markets for U.S. exporters and additional prospects for American investors.

More data

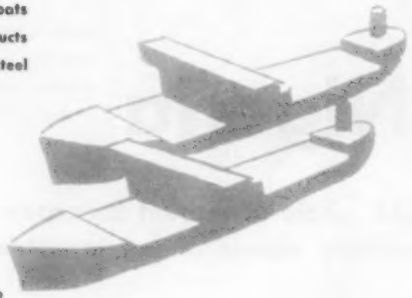
Additional information can be obtained from the following Dept. of Commerce publications:

Living Conditions in Nigeria. OBR 63-14. 6pp.

Establishing a Business in the Federation of Nigeria. WTIS, Part 1, No. 62-57. 8pp. July 1962. 15 cents.

Market for U.S. Products in Nigeria. WTIS, Part 1, No. 61-12. 21pp. March 1961. 15 cents.

ships and boats
petroleum products
iron and steel



Norway

Outlook related to progress made in planned public-financed works

The 1963 outlook for expanding U.S. trade with Norway, particularly in the capital goods field, is related to the progress made in currently planned projects financed by public funds under the long-term economic program.

In 1962, Norway's economic growth, as in most other Western European countries, moved at a slower rate than in the preceding years.

The gross national product (GNP), calculated at $5,700 million in 1962, showed a 3-4% increase as compared with a 5.9% increase in 1961. The national long-term economic program projects about a 4% rise in the GNP for this year.

Investment volume is forecast to increase by 3% as against 4-5% in 1961-62. Public investment is calculated to reflect a greater rise than private investment. The tapering off of private investment is expected to take place in such fields as plant building and ship construction.

Two-way rise

U.S. trade with Norway in 1962 followed the movement of Norway's total trade and showed an increase in both imports and exports. During the year U.S. exports to Norway increased from $90 million in 1961 to $94 million in 1962. Imports from Norway increased from $89.9 million to $90.4 million (based on U.S. statistics, f.o.b. value). As a supplier the U.S. ranked fourth after the Federal Republic of Germany, Sweden and the United Kingdom.

Norway has followed other Organization for Economic Cooperation and Development (OECD) countries and removed most products from import license control. As a result, U.S. products enjoy the benefits of this liberalization program.

Norway has also followed the program of the European Free Trade Association (EFTA) countries in reducing tariffs on industrial products imported from member countries. Exporters in EFTA member countries now enjoy a 50% tariff advantage over exporters in the U.S. and other non-EFTA countries. Up to 1962 this tariff advantage had no significant effect on U.S. trade with Norway.

It is probable that the 50% tariff advantage, which became effective January 1, 1963, will give U.S. exporters stiffer competition in the Norwegian market.

Trade mission set to go

In order to assist U.S. exporters in promoting trade with Norway, the Department of Commerce is sending a U.S. Machinery and Equipment Trade Mission to Norway. This mission is scheduled to visit both Norway and Denmark during the May 18-June 23 period. Objective of the mission is to expand U.S. exports of high productivity machinery and equipment.

In 1962, exports of U.S. industrial machinery to Norway were valued at $15 million ($12 million in 1961). Other important U.S. exports, in millions of dollars, in 1962 were (1961 values shown in parenthesis):

Grain and grain preparations, 14 (10.6); soybeans, 8 (6.5); raw tobacco, 6 (5); fruits and fruit preparations, 4.8 (4.4); man-made fibers, 1.6 (1.7); petroleum products, 4.3 (5); iron and steel mill products, 1.3 (1.5); tractors and parts, 2 (2.7); automobiles and parts, 2.2 (2.9); chemical specialties, 2.4 (2.9); electrical machinery, 3.8 (2.6); paper and paper mill machinery, 2.9 (1); and industrial chemicals, 4.8 (3.7).

Leading imports

Among U.S. imports of Norwegian products, the leading were (value given in millions of dollars):

Fish products, 18; raw furs, 9; cement, 2; paper base stocks, 2; paper and paper manufactures, 2; ferro alloys, 3.8; aluminum, 19.7; nickel, 13; and steel mill products, 1.3.

Norway's total import trade in 1962 was valued at $1.7 billion and exports were valued at $973 million.

The trade deficit for the year thus was $727 million. Earnings from merchant shipping and foreign borrowing was not sufficient to cover Norway's current payments so that the deficit in the balance of payments account for the year was estimated at between $212 million and $225 million.

For the first time in 7 years the total foreign exchange reserves of the Bank of Norway (Norges Bank), the commercial banks, and the holdings of shipping companies reportedly showed a decline. This drop amounted to $64 million in the first half of 1962. During the second half of the year there was considerable foreign borrowing. As a result, the decline in total foreign exchange holdings was $36 million in 1962; they had risen on an average of $43 million per year during the period 1955-1961.

Norwegian preliminary trade statistics showed that her trade with EFTA member countries increased during 1962. The one exception was the United Kingdom whose export trade with Norway fell off somewhat.

Imports from EFTA member countries increased by 2% in 1962 to $606 million while exports at $366 million showed little change from 1961. Trade with the EEC showed a small decline in the value of imports and an increase in the value of exports. These figures for 1962 were $479 million and $239 million respectively.

Because of the breakdown of the U.K.-EEC negotiations, the Norwegian Government has announced that it has suspended its negotiations for membership in the Common Market for an indefinite period.

Data available

Additional information can be obtained from the following Dept. of Commerce publications:

Economic Developments in Norway, 1962. OBR 63-63. 3pp.

Establishing a Business in Norway. WTIS, Part 1, No. 62-47. 12pp. May 1962. 15 cents.

Licensing and Exchange Controls, Norway. WTIS, Part 2, No. 62-41. 3pp. August 1962. 10 cents.

wheat
petroleum products
iron, steel

Pakistan

Economic aid, development loans point to increase in U.S. sales

Prospects are favorable for some further increase during 1963 in the one-quarter-billion-dollar U.S. export market in Pakistan, and the outlook for some new U.S.-Pakistan private joint industrial ventures is good.

The impetus for further expansion in U.S. trade with Pakistan is expected to arise from the continuing high level of economic assistance tied largely to U.S. procurement; bid opportunities for U.S. exporters resulting from large economic development loans to be extended by international lending agencies; and sales arising from Pakistan's own foreign exchange holdings which are being channeled liberally for industrial and essential commodity purchases required by Government and private consumers. Increases in American investment activity in Pakistan may also lead to further opportunities for sales.

Loan activities

U.S. firms interested in developing and sustaining an outlet in Pakistan should naturally follow closely loan activities of both the U.S. AID program and the Aid-to-Pakistan Consortium representing leading capital exporting nations, including the U.S., whose assistance efforts are being coordinated and supplemented by the International Bank for Reconstruction and Development. Although no public announcement will be made on the outcome of the March 1963 meeting of the Consortium, at which Pakistan made a bid for $550 million in foreign aid for the year beginning in July, commitments eventually announced by participating countries and agencies will profoundly affect sales opportunities in that market.

As a member of the Consortium, the U.S. provided about $207 million over the past year and assistance for the year beginning in July is expected to be at about the same level. In February 1963, AID extended a $30 million loan to Pakistan for purchase of basic commodities including industrial machinery, accessories, and spare parts; tools and workshop equipment; utility vehicles; scientific instruments; pesticides; pharmaceuticals; nitrogenous fertilizers; pulp, paper and paper products; nonmetallic minerals; generators, motors, and parts; electrical apparatus and parts; engines, turbines, and parts; construction, mining, and conveying equipment; agricultural equipment and parts; vessels and equipment; rubber and rubber products. Acquisition of certain U.S. excess property will also be eligible for financing under this loan.

The International Development Association, an affiliate of the World Bank, in November 1962 extended a credit equivalent to $6.5 million to Pakistan. The credit will be used by the West Pakistan Industrial Development Corporation (WPIDC) for development of two industrial estates for small and medium-scale industries at Gujranwala and Sialkot in West Pakistan near Lahore, and provision of technical assistance to the estates and to small industries in other areas of West Pakistan.

Other U.S. loans to Pakistan announced in 1963 include: $10.8 million for tube-wells and drainage works; $3.6 million for the Chalma Anchorage development; $2.1 million for airport development and services; $6.5 million for river embankment projects; $2 million for feasibility surveys by U.S. consultants on various development projects; and $4.3 for new airport construction near Dacca.

Of special interest to U.S. exporters is the February 1963 loan by the IBRD of $20 million to the Pakistan Industrial Credit and Investment Corporation for relending to private Pakistan firms.

Import liberalization trend

Pakistan's own foreign expenditures are limited because of the country's scarce foreign exchange reserves. These reserves increased slightly over the past year, however, rising to $282 million in March 1963 from $247 in March 1962. On the strength of this, Pakistan's new import policy for January-June 1963 continues the recent trend toward liberalization of import controls over essential machinery and raw material purchases by Pakistan private industrialists. Special import privileges also are extended for Pakistan industries which show a good export performance.

Overfulfillment of industrial targets by private industry in Pakistan is both a source of continued demand for foreign products and a good augury for U.S. firms considering joint industrial ventures in that market. New American entrants now include the Mack Truck Co., which has announced that it will manufacture trucks in Pakistan.

U.S. exports gain

U.S. trade statistics for 1962 point up the recent promising trend in U.S.-Pakistan commercial relations. Total U.S. exports to that market in 1962 amounted to $284.6 million, a substantial increase from $193.3 in the previous year. The U.S. is now supplying about 40% of Pakistan's imports. Although U.S. sales of grains and preparations dropped off sharply in 1962 to $48.7 million, exports of refined vegetable oils increased notably to $24.1 million. A principal U.S. export gain was in exports of machinery and vehicles which trebled to $69.4 million in 1962 because of increased sales of construction machinery and tractors and parts. U.S. exports of iron and steel mill products also rose significantly to $56.2 million. Other U.S. export gains in 1962 were in automobile parts and accessories, aircraft, railway equipment, medicines and pharmaceuticals, and chemical specialties.

U.S. imports from Pakistan rose somewhat to $41.7 million from $37 million in 1961. Purchase of raw jute increased greatly and together with jute burlap manufactures accounted for half of U.S. imports from Pakistan. There were also small trade gains in U.S. imports from Pakistan of shrimps and prawns, hides and skins, and cotton manufactures.

wheat
motor vehicles
pharmaceutical products
iron, steel

Peru

Economic future somewhat clouded because of political uncertainty

The brightness of Peru's economic future is partially clouded by uncertainty, especially that created by the June 9 election in which last year's three major candidates again vie for the national presidency.

None of the three publicly favors measures which would greatly alter the general direction of recent economic developments; all seem aware of the need for maintaining and instituting policies designed to improve the rate of economic growth.

Acts with hesitancy

The military junta has attempted to maintain the favorable economic climate brought about by the preceding Prado administration, but has often acted with hesitancy and uncertainty regarding the implications of some of its legislative actions.

The most important U.S. exports to Peru continue to be machinery and vehicles, including industrial machinery, automobiles, trucks, and buses. Chemical and pharmaceutical products, wood and paper, foodstuffs, inedible vegetable products, and textile fibers and manufactures also rank high. Exports of these products accounted for more than 90% of total U.S. shipments to Peru during 1962 of $184 million.

The 3rd Pacific International Trade Fair in Lima (Oct. 26-Nov. 10) will provide U.S. exporters with an opportunity to present their products to a market already receptive to well-engineered U.S. goods of high quality. In addition, asssistance is available from CONAPROPE, a group of U.S. businessmen in Peru which works closely with the U.S. Embassy in Lima to promote expansion of exports to Peru.

The largest producers of Peruvian export income in 1962 were fishmeal, cotton, copper, sugar, silver, and iron ore, in that order. Receipts from fishmeal more than doubled compared to 1961, while cotton and silver sales increased by about 20% each. Exports of sugar, copper, and iron ore declined.

Major Peruvian imports, in addition to those listed as U.S. exports, were fuels and lubricants, and livestock for slaughter. The U.S. share of the Peruvian market declined from 44.1% in 1961 to 39.6% in 1962, while the U.S. received 34.5% of Peru's exports in 1962 compared to 35.7% in 1961. Both declines represent downward trends that have become established since World War II.

Economic growth in 1962 was solid but not outstanding. The Gross National Product totaled approximately $2.2 billion, an increase of about 5.7% compared to an 8.8% increase in 1961. Per capita GNP thus averaged nearly $190, increasing about 3.3%, compared to a 5.6% increase in 1961.

The most favorable aspects of Peru's economy are the continued stability of currency in the open market, the high level of foreign reserves, and a business climate receptive to foreign investment.

Fishmeal industry expands

The outstanding economic development of the year was the vast expansion of the fishmeal industry. Further rapid growth is expected in 1963 but at a somewhat reduced rate.

Both aspects of foreign trade reached all-time high levels in 1962. Exports totaled $540 million, 8.8% above 1961, and imports accrued to $537.5 million, 14.5% higher than in 1961. The balance of trade was thus favorable for the 4th consecutive year but by an amount that has diminished steadily during the past 3 years, and the rate of expansion of both imports and exports was less rapid than during the previous 2 years.

Prosperity in Peru's mining industry in 1963 will depend on prices in world markets and on the amount of production lost because of labor strikes and disturbances. In the agricultural sector, production of cotton, sugar, and coffee is expected to increase, but low prices may well limit value of output. As a result of a reduced quota under the 1962 United States Sugar Act, Peru's producers will explore new market possibilities for this commodity in 1963.

Cotton exports improved remarkably in 1962, and production is expected to increase in 1963 at the same rate, 7%, as in 1962. The outlook for the coffee industry will depend on world prices and the world supply. Different manufacturing industries will of course be affected differently during weeks before the election, but many new investment projects will undoubtedly be delayed at least until the uncertainty surrounding the election is removed.

Labor unrest, increasingly common in a variety of industries during the last half of 1962 and the first quarter of 1963, can be expected to continue.

Several important government actions that will affect Peru's economy were effected during 1962 and early 1963.

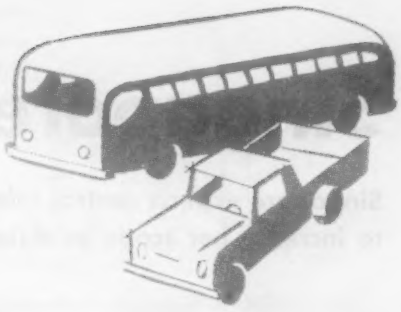
The military junta expanded the national budget, which now calls for expenditures 20% greater than in 1962. The government expects that increased revenues will be collected from duties and taxes applied to increased foreign trade and generally expanded economic activity.

Many analysts anticipate a substantial budget deficit which in turn may arouse inflationary activity detrimental to sound economic development. A budget deficit of approximately $26 million was incurred in 1962 in contrast to large surpluses registered in 1960 and 1961.

Peru submitted to a meeting of the Organization of American States last October a national economic and social development plan for the years 1962-71 in coordination with the Alliance for Progress program, and set up several coordinated advisory planning groups to advise the government on implementation of the plan.

One government action of direct interest to U.S. exporters was the elimination of temporary import duty surcharges on a number of trade items, effective Feb. 26; the removal of such surcharges on all 450 items included in Peru's GATT Schedule was expected by April 30.

petroleum
electric machinery
iron, steel
motor vehicles



Philippines

U.S. traders to face more competition; outlook for investment held promising

Increased domestic and foreign competition in an expanding market confront U.S. suppliers in the Philippines today.

This competition is heightened by the declining tariff preferences accorded imports from the U.S. and by the increasingly restrictive Philippine tariff policy.

Generally, the Philippine economy shows strength—swelling export receipts have closed the balance of trade gap, the foreign reserve position of the economy is steady, and the value of the peso has stabilized. The level of business activity, previously restrained by the tight credit policy of the Administration, shows signs of upward movement.

Investment, both domestic and foreign, continue high and increased public sector expenditures are anticipated. Prices continue to inch upward and subsidized Government purchasing of certain essential consumer commodities remains.

The 1962 crop year was excellent, with output of major export crops up 17 percent over 1961.

U.S. exports off sharply

Total imports declined sharply in 1962. However, imports climbed noticeably in every quarter during the year, as follows: $133.6 million, $142.6 million, $169.7 million and an estimated $180 million. This upward trend corroborates the projections of Philippine economists who anticipate substantially increased imports in 1963 and 1964.

Philippine exports also declined in January-October 1962. However, in the 7 months since the stabilization of the peso at the present 3.9=US$1 rate (April-October), exports increased approximately $10 million over the comparable 1961 period.

Philippine imports from the U.S. declined noticeably, falling from approximately 50% of the total market in the first 10 months of 1961 to 43.2% in the comparable period in 1962.

Philippine statistics show that most other foreign suppliers held their own or slightly increased their exports to the Philippines in 1962 even though the total market declined chiefly because of the devaluation of the peso which approximately doubled the import costs of certain products.

Japan, West Germany, the Netherlands and Great Britain are the principal competitors of U.S. suppliers in the Philippine market.

The decline in the U.S. share of Philippine imports in 1962 was attributed to the adjustment of the Philippine trade to devaluation, decontrol, higher tariffs and the declining tariff preferences for U.S. goods, and the inevitable re-orientation of the Philippine market to new sources of supply.

There is every reason to expect that the accelerated development program evolving under the 5-year socio-economic plan will expand import demand, and will open up new market opportunities for U.S. suppliers.

However, the rapidly changing character of the Philippine economy—from producer and exporter of raw materials and agricultural commodities to producer and exporter of manufactured goods—presents a challenge to U.S. exporters to adjust their trade to new conditions.

Import demand for machinery, transportation equipment, iron and steel, petroleum and petroleum products, and man-made synthetic fibers are expected to increase in the immediate future.

Economic legislation pending

The Philippine Congress is presently considering legislation of considerable importance to the future growth of the Philippine economy. This legislation is designed to stimulate investment in the economy, to increase the borrowing capacity of the Government, to revise the tax schedule, and to support the development of certain key industry sectors which are increasingly vital.

Legislation pending includes a foreign investment bill, and amendments to the Retail Trade Nationalization Law and Anti-Dummy Laws which serve to better define the obligations and rights of all foreign investors in the Philippine economy and to lift certain unduly burdensome restrictions on employment of aliens. Present wording of the Retail Trade Nationalization Law limits the retail trade to enterprises which are 100% Filipino and/or American owned.

To spur private enterprise

The President has also requested authority to borrow from foreign governments and to raise the foreign debt ceiling, measures designed to help support the increased spending program planned. This program is aimed at creating conditions for accelerated economic development in which private enterprise will play the dominant role.

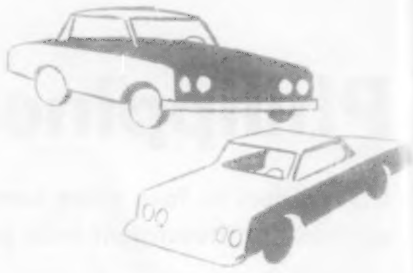
The Philippine Congress is also being asked to determine whether the Philippine Government may guarantee the $62.3 million U.S. Eximbank loan for an integrated steel mill at Iligan, Mindanao, and to re-define rights of one mining company to hold stock in another.

Legislation is also pending which would assist development of the lagging fishing industry and reform the tax code.

Prospects for investment in most sectors of the Philippine economy look promising, reflecting the favorable climate created by the decontrol and devaluation of 1962 and official repudiation of the nationalistic economic policies of the past administration.

Particularly active areas for private and public loans and for joint venture investment include cement, fertilizers, middle range iron and steel processing and rolling mills, development of hydroelectric facilities, expansion of credit and banking facilities, petroleum exploration, oil refinery construction, flour milling, automobile assembly and appliances manufacture.

rice
petroleum products
motor vehicles



Singapore

Singapore expects central role in Malaysia to increase her scope as Asian trade leader

The outlook is bright for increasing U.S. trade and investment in Singapore, due to the firm steps that have been taken towards the realization of Malaysia —the linking of Malaya, Singapore and British Borneo. This action has quickened commercial activity during the past year and promises expanded trade in 1963.

The expectations that Singapore will become the "New York of Malaysia," and will assume a central position in the industrial, financial and commercial activities of the area has already increased the pace of industrialization and will open new opportunities for American business in Singapore.

Stands to gain

Singapore's economy stands to gain a great deal from the merger, in the form of greater political and economic stabilization and improved access to a larger and highly diversified market for her exports. It is therefore likely that the city's excellent facilities and resources will stimulate a resurgence of economic and commercial activities reminiscent of the days when Singapore was the hub of business and transportation in a vast area stretching from India to Japan and Australia.

A second element of considerable importance for the city's economic future is the vigorous progress of the city's own industrial development program, which is receiving UN and Colombo Plan support and assistance. The factories and workshops in the process of expansion and new construction will add an industrial dimension to the financial, commercial and transport activities of the city. By reducing Singapore's reliance on trade in primary products, notably crude rubber, tin, and spices, the island's new industries will diversify and strengthen the city's economic prospects.

Singapore data for January to November show exports at $1,048 million, an increase of 3% over 1961, while imports amounted to $1,236 million, 2% above 1961. The relatively poor trade performance in 1962 was attributed largely to a decline in the price of rubber upon which the city's exports are so heavily dependent.

U.S. exports increase

U.S. exports to Singapore were up more than 9% in 1962 compared with 1961. This put the U.S. in fifth place as a supplier, with 4% of the city's import market, after Indonesia, the Federation of Malaya, the United Kingdom, and Japan. U.S. exports to Singapore were $51 million in 1962, against $47 million in 1961. The commodity pattern of U.S. exports to Singapore remained unchanged from previous years, consisting largely of electrical and industrial machinery (chiefly excavating equipment, air conditioners, and spare parts for machinery), tractors, cigarettes, vitamins and vitamin preparations, and petroleum and products.

Singapore's exports to the U.S. (which traditionally comprise items such as crude rubber, tin and spices) amounted to an estimated $93.6 million in 1962, an increase of 26% over 1961. The fluctuations of the price of crude rubber have a direct impact on the city's economy. In addition, a 4.3% annual rate of population increase has created serious unemployment problems in recent years.

Investment prospects

The Government of Singapore therefore endeavors to diversify the economy and ease the unemployment problem by promoting secondary industries and making Singapore more attractive for manufacturing development. It induces foreign investment by specific measures which include freedom from taxes for new industries in the first 5 years of manufacture; unrestricted repatriation of profits; adequate power, water and gas; first-class roads, wharves, and communications; and, industrial sites and available factory space for rent at moderate rates.

The Economic Development Board, equipped with considerable powers of initiating industrial ventures and expanding financial assistance, is actively engaged in implementing the Government's 4-year economic development plan launced in April 1961.

The Government of Singapore is particularly interested in securing industries which will stimulate the growth of additional industrial ventures, based on by-products or on subsidiary processes. Thus, the industrialization program gives preference to oil refining, steel manufacturing, ship-building and food processing. There is a considerable amount of Chinese private capital and a sufficient supply of trained labor available for industrial production, but the number of technicians and persons with experience and skill in industrial management is quite inadequate.

Good possibilities exist for the supply of engineering and other technical services by American companies.

Opportunities for expanded U.S. exports and for increased investment by U.S. firms will grow with the formation of the Malaysian Federation. The city's location in the center of this rich and promising economic area, and its extensive service facilities, will make it an especially attractive target for U.S. firms seeking new outlets for their goods and services, and for investors who wish to participate in the economic development of the area.

Data available

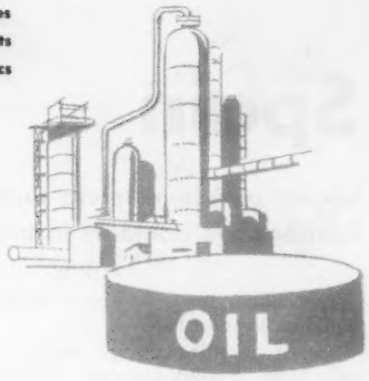
Additional information can be obtained from the following Dept. of Commerce publications:

Living Conditions in Singapore. OBR 63-22. 11pp.

Basic Data on the Economy of Singapore. OBR 63-23. 14pp.

Preparing Shipments to Singapore. WTIS, Part 2, No. 61-59. 7pp. September 1961. 10 cents.

motor vehicles
petroleum products
textile fabrics



South Africa

U.S. trade, investment outlook bright in South Africa, barring internal trouble

With the relaxation of import controls, generally favorable business developments, and new and expanding industries which will require capital goods and semi-manufactured products, it is anticipated that 1963 will offer a wide range of opportunities for growing U.S. private investment and expanded exports to the South African market.

The economic situation in South Africa was highlighted by sustained and substantial gains in 1962. Agricultural developments were relatively favorable; the industrial sector reflected continued growth; gold and foreign exchange reserves reached the highest level in 14 years; and the balance on current account showed a surplus, while employment rose steadily to the point where a shortage of skilled labor became a growing concern. A feeling of cautious optimism prevailed in business and government circles.

Encouraged by generally favorable financial and business developments and increased economic activity, at the end of 1962, the Government liberalized some of its import restrictions and announced a further relaxation in import controls for 1963. The easing of trade controls and the upward trend in the economy, if maintained, together with the apparent signs of higher consumer spending, should result in increased imports.

Foreign trade up

South Africa's foreign trade was on the upswing in 1962. Preliminary South African figures show total 1962 imports amounting to $1,448 million, an increase of about $31 million over 1961, while exports reached $1,324 million. The relatively moderate trade deficit was more than offset by record gold production. The United Kingdom continued to be South Africa's most important trading partner, followed by the U.S.

South Africa traditionally has been the most important African market for American products. In recent years, however, the U.S. share of the South African market has slightly declined (from 20% in 1956 to about 17% in 1962) due to stiffer foreign competition. Official U.S. statistics place 1962 American exports to South Africa at $223 million (compared with $228 million in 1961).

Top U.S. sellers

Leading U.S. exports were machinery and vehicles ($88 million), followed by textile fibers and textile manufactures ($35 million), chemicals and related products ($29 million), non-metallic minerals, wood and paper, inedible vegetable products, beverages and food products.

With the South African economy moving ahead at a steadily increasing tempo, the announcement of new industrial developments, and the growing confidence in the economic future of the Republic, the outlook for expanded U.S. exports appears brighter. However, in order to compete successfully with other foreign suppliers and obtain a greater share of South Africa's import market, American exporters will be required to intensify their sales efforts, with special emphasis on prices, design, servicing, credit and delivery terms.

U.S. purchases from South Africa in 1962 reached $247 million, a sharp increase over the previous year ($209 million). Particularly significant were imports of various ores, metals and nonmetallic minerals (uranium) valued at $171 million. Other important U.S. imports included wool and animal products.

Restrictions eased

Increasing economic activity and a satisfactory foreign exchange position prompted the Government to announce a relaxation of import controls in December 1962, which will increase the total allocation for capital goods to 110% of the 1959/1960 average of imports, and to 45% in the case of consumer goods. In addition, 52 items were removed from the "restricted list," thereby permitting their importation on ordinary permits. Further liberalization of import restrictions is anticipated.

Available reports indicate that activity continued to pick up in most industrial sectors and production generally exceeded the level of the previous year. This was particularly true of gold, phosphate, and mineral production. There was an upswing in the demand for steel, improved demand for motor vehicles and an increase in building plans coinciding with signs of revival in the construction industry.

There were indications of continued strength in the financial field. As of December 31, 1962, South Africa's total gold and foreign exchange stood at $603.1 million, or $215.9 million over the level at the beginning of the year. It is estimated that there was a favorable balance on current account of $420 million for 1962. The liquidity of the banking system continued at a high level with deposits rising steadily.

The general betterment of economic conditions and renewed business confidence were reflected in the significant number of new industrial investments. Some American firms are participating in these activities, planning ventures involving shock absorbers, spark plugs, and farm equipment. By and large, businessmen look forward confidently to even better conditions in the current year.

Barring unforeseen national political developments which might adversely affect the internal economy, 1963 shows favorable prospects for expanded sales of American goods to the South African market.

Additional information can be obtained from the following Dept. of Commerce publications:

Labeling and Marking Requirements of the Republic of South Africa. OBR 63-24. 6pp.

Basic Data on the Economy of the Republic of South Africa. OBR 63-3. 18 pp.

petroleum
cotton
manufactured fertilizers

Spain

Import and investment outlook brighter, further developments in prospect

The outlook for U.S. exports to Spain continues good for 1963.

Spanish foreign-exchange reserves remain high. Further measures to liberalize imports and to promote investments were taken by the Spanish authorities. Industrial production continued to rise through the latter months of 1962. An important adverse factor was the damage done to agriculture by floods and cold weather late in 1962 and early in 1963.

A U.S. Machinery Mission visited Spain during November and December and reported that there are excellent opportunities for U.S. exports as well as investment projects. Among the machinery items found to offer good U.S. export prospects were food-processing equipment, packaging machinery, metalworking machinery and equipment for the construction industry.

The United States and Spain signed a trade agreement under the General Agreement on Tariffs and Trade in December. The U.S. granted tariff concessions on 7 items from Spain, the most important being olive oil in bulk and sherry-type wines. Spain granted concessions on some 50 items from the U.S. The Spanish concessions are expected to become effective before July 1.

Imports rise

Spain's total imports in 1962 increased sharply to a total of $1,569.1 million. These reflected, in part, the measures taken to liberalize imports.

U.S. exports to Spain totaled $189 million in 1960, $269 million in 1961 and $233 million in 1962. A considerable portion of these exports consisted of PL480 commodities, the requirements for which fluctuate with Spain's domestic harvests.

The U.S. supplied 14% of Spanish imports in 1961. During the first 11 months of 1962 for which data are available, the U.S. remained Spain's principal supplier.

Spanish exports have been at a high level over the past 2 years. In 1962, exports totaled $734.2 million, an increase of 3% over 1961. Spain's sales to the U.S. amounted to $84 million in 1961 and $90 million in 1962. Major U.S. imports from Spain are olives and olive oil, metals and metal manufactures, and chemicals and related products.

Spain's gross gold and foreign-exchange reserves totaled $1,029.3 million at the end of 1962.

Tourists spend more

An estimated 8.5 million tourists spent almost $475 million during the year, an important increase over the 8 million visitors who spent $350 million in 1961.

The World Bank report on the Spanish economy was published in October. The influence of this report was evident in a decree in November which set forth a series of broad objectives to serve as policy guidelines for the country's Economic Development Plan.

Among the objectives are: Removal of existing controls over investments, including limitations on foreign investments; restrictions on the activities of state-owned enterprises; and removal of restrictions on domestic production and trade and the further liberalization of imports. Details of the Economic Development Plan are to be announced late in 1963.

Investments promoted

In late January the Spanish Government promulgated regulations to reduce the licensing requirements for investments. This is one of the most significant moves in the new economic-development policy. This policy permits the unrestricted establishment, expansion and transfer of plants within the country in most industrial sectors.

With the increasing liberalization of imports, Spanish industrialists are becoming more cost conscious than at any recent time. The reaction to increased foreign competition has been primarily responsible for the relatively stable prices of individual products despite important wage increases. Industrialists are retooling and modernizing plants to help absorb the higher cost of labor.

Complaints about a squeeze on profits are being heard more frequently. The manufacturers' concern with production costs opens market possibilities for U.S. exporters of a wide line of industrial machinery. Previously, costs had little interest for the Spanish industrialist who had no need to face foreign competition and was, therefore, less worried about his unit costs.

Spanish national income in 1962 was provisionally given as $9,560.4 million at current prices, an increase of 11% over 1961.

In January, Spain enacted a temporary across-the-board reduction of customs duties on all items of the tariff, except those under temporary rates or where the duty is no more than 1%. The reduction is 5% of the permanent rate and is intended to help contain cost and price pressures.

No action was taken on Spain's application for membership in the European Common Market. Spanish officials made it clear that while Spain maintained its interest in closer integration with the rest of Europe, association with the Common Market was, of course, not the only way for Spain to accomplish this. The subsequent veto of the United Kingdom's bid for membership has created uncertainty and it is still too early to determine the direction which Spain will take.

More data

Additional information can be obtained from the following Dept. of Commerce publications:

Establishing a Business in Spain. WTIS, Part 1, No. 61-7. 11pp. March 1961. 10 cents.

Import Tariff System of Spain. WTIS, Part 2, No. 61-54. 2pp. August 1961. 10 cents.

Economic Developments in Spain, 1961. WTIS, Part 1, No. 62-33. 11pp. April 1962. 15 cents.

petroleum products
iron, steel
motor vehicles
electric machinery

Sweden

Trade month, fairs to be key factors in improving U.S. sales opportunities

A trade month starting in May and two trade fairs later in the year should help improve U.S.-Swedish trade.

The American-Swedish Trade Month —May 6-June 6—will be one of the key events this year in Sweden.

During this period a U.S. Trade Development Mission will visit the country, there will be special trade promotion activities supported by various Swedish financial and business organizations, and there will be displays of U.S. specialties by Swedish merchants.

Later in the year, the U.S. will mount national exhibits in the St. Erik's Fair and the Stockholm Technical Fair.

These are among the factors which make opportunities for promoting U.S. exports to Sweden this year highly favorable.

Exports, imports may rise

The economic forecast for 1963 is favorable. Preliminary estimates show both exports and imports rising by 3% with exports rising somewhat more than imports. The average wage level is expected to rise by 6.5%, private consumption by 4%, and public consumption by 6%.

Economic developments in 1962 were relatively favorable despite declines in production in such key industries as timber, pulp, paper, iron and steel. The gross national product increased by 3.5% over 1961, reaching an estimated level of $15.7 billion. Total fixed capital formation increased by 4% from 1961 to 1962.

Private consumption rose by 3% whereas public consumption increased by about 5% during the year. Exports increased in volume by an estimated 8% while the volume of imports went up by 5% during 1962.

Labor market easing

While the general level of employment continued high throughout 1962, the Labor Market Board reported an easing in the labor market during the year. A high level of employment has continued into 1963. This has been accomplished through increased housing construction, release of business cycle funds, and the transfer of workers from labor surplus areas to areas where labor demand exists and through labor retraining programs.

Disposable income in Sweden increased by about 10% during 1962. One half of this increase was absorbed by a rise in consumer prices. Forecasts indicate that the increase in disposable income in 1963 will be somewhat less than in 1962.

Consumer prices (measured by the consumer price index) increased by 4.6% in 1962, and are expected to increase by only about 2% this year. As a result, disposable income in 1963 is expected to be about 5% higher than in 1962.

Preliminary Swedish trade statistics show that total 1962 imports were valued at $3,130 million (c.i.f. value) and exports were valued at $2,937 million (f.o.b. value) creating an excess of imports over exports of $193 million, slightly higher than the excess of imports in 1961.

Although Sweden's earnings from merchant shipping and other services were higher in 1962 than in 1961, the balance of payments account showed a deficit of $20 million for 1962 as compared with a small surplus of $12.9 million in 1961.

U.S. exports down slightly

U.S. trade statistics show that U.S. exports to Sweden in 1962 were valued at $258.2 million (f.o.b. value) as compared with $258.8 million in 1961. Imports from Sweden were valued at $168.4 million (f.o.b. value) as compared with $139.8 million in 1961.

The following U.S. exports in 1962 showed declines: iron and steel scrap (from $5 million to $192,000), cotton ($14 million to $9 million), raw tobacco ($15 million to $13 million), coal ($7.6 million to $6.8 million), iron and steel mill products ($8.7 million to $6.9 million), office machinery ($11 million to $8 million), and motor vehicles and parts ($22.6 million to $22.5 million).

Among the U.S. exports to Sweden which showed increases in 1962 are: grain and preparations of grain (from $2.3 million to $2.9 million), dried fruit ($3.4 million to $4.8 million), canned fruit ($2.4 million to $4.1 million), cigarettes ($2.9 million to $3.5 million), industrial machinery ($42 million to $44 million), electronic equipment ($6.3 million to $6.6 million), automobile parts for assembly ($9.8 million to $11 million), aircraft and parts ($1.2 million to $11 million), and chemicals and related products ($20 million to $24 million).

The rise in U.S. imports of Swedish products during 1962 was due chiefly to larger purchases of paper base stocks (valued at $25 million), paper and paper manufactures (valued at $12.8 million), steel mill products ($16.9 million), and automobiles and parts ($24 million).

Since the breakdown of the U.K.-EEC negotiations, Sweden has joined other member countries of the European Free Trade Association in efforts to strengthen the bonds of the Association and to continue the acceleration of tariff cuts among the members (preferential tariff advantage on dutiable industrial products extended by most EFTA members to each other is now 50%).

The breakdown of the U.K.-EEC negotiations has also created widespread Swedish interest in the U.S. Trade Expansion Act and in the prospects of tariff negotiations conducted under this act with the possibility that under vigorous American leadership they will make a major contribution to the solution of EFTA-EEC problems.

In the course of a recent debate in the Swedish Parliament on trade and European integration, the Government declared that, at the coming "Kennedy round" of negotiations under the General Agreement on Tariffs and Trade, it would seek graduated reductions of tariffs by more than 50%.

Switzerland

iron, steel
petroleum products
motor vehicles

Booming Switzerland remains prime mark for U.S. goods; luxury items sell well

Prospects for further expanding the sales of U.S. goods in the Swiss market seem very good. However, the pace of Switzerland's economic growth may be somewhat slower in the coming months than in 1962, which was the third consecutive year of unprecedented prosperity.

Prosperous Switzerland with its liberal trade policy, low tariffs, and high (over $500) per capita imports, will continue to be an attractive market for U.S. products—a market offering excellent possibilities for expanded sales of a great variety of goods. Luxury products such as phonographs, hi-fi equipment, records, camping and water sports equipment are already enjoying a rising demand; other good sellers include toys, gardening accessories, barbecues and grills, hobby articles, lingerie and stationery.

The market for men's suits and sportswear; women's fur apparel, house dresses, slacks and cocktail suits is continuing to grow and ski apparel for adults and children is selling strongly. The trend in sales of clothing for both men and women is toward better quality and higher price products.

In the consumer durables category, a trend toward more streamlined and functionally designed kitchens for new homes has been observed. There is a brisk market for small (3.5 to 4.2 cubic feet) built-in refrigerators offering a definite opportunity for the sale of U.S.-made components.

Best sellers

In the industrial field, a vital need for increased productivity creates a ready market for automated machinery, electronic controls, handling equipment and other labor-saving devices. At the same time the high level of building activity spurs sales of a wide range of related equipment and furnishings such as heating, plumbing, sanitary and ventilating equipment and office furniture. Other commodities with good sales prospects are: chemical raw materials, woodworking machinery, electric hand tools, protective work clothing and accessories, anticorrosive products, self-adhesive tapes, and medical equipment.

To sell successfully in the Swiss market the U.S. trader faces strong European competition. The Common Market, which does not enjoy a tariff advantage in Switzerland, holds the lion's share (63% of imports) of the Swiss market.

In contrast, Switzerland's partners in the European Free Trade Association (EFTA) who benefit from tariff reductions on industrial goods (50%, in effect since November 1, 1962) have a relatively small market share. Their chances, however, for expanding their sales to Switzerland will increase as further internal duty reductions are carried out.

EFTA countries have recently revised their plans and now aim at the total elimination of internal tariffs within the group by 1967 instead of 1970.

Swiss statistics reveal that Switzerland's exports and imports in 1962 exceeded all values previously recorded. Imports increased from $2,708 million (c.i.f.) in 1961 to $3,020 million. Exports went from $2,052 million to $2,228 million. The U.S. maintained its position as Switzerland's fourth supplier with a 9.7% share of the Swiss import market, compared with 10.2% in 1961.

U.S. trade

U.S.-Swiss two-way trade exceeded the half billion dollar mark in 1962. Although the U.S. share of the Swiss market has declined slightly, exports to Switzerland rose from $264 million in 1961 to $291 million in 1962, an increase of 10.2%. The principal increases in U.S. sales to Switzerland were reflected in the rise of aircraft exports from $11 million to $25 million; machinery $45 million to $55 million; vegetable and food products (principally grain) from $23 million to $29 million; and chemicals from $27 million to $33 million. These 4 categories account for about one-half of total U.S. sales to Switzerland.

The sharpest decline in U.S. exports was that of cotton sales, down to $7 million from $15 million in 1962.

U.S. imports from Switzerland rose from $191 million in 1961 to $225 million in 1962. Imports of watches and clocks for which the U.S. is Switzerland's principal customer increased from $51 million to $58 million (such imports had declined both in 1960 and 1961). Machinery imports, second in importance, rose from $33 million to $42 million.

Consumer spending reached record levels, tourism boomed, and production as well as exports increased last year. The boom, however, was accompanied by growing pressures on prices and wages attributed to over-extension of certain sectors of the economy, scarcity of labor and excessive monetary ease. The trade deficit was larger than ever but gold and foreign exchange reserves increased from $2.75 billion at the end of 1961 to $2.86 billion at the end of 1962, due to net inflow of foreign capital.

To combat pressures on the economy the Government, in cooperation with banking and business circles, pursued a policy of voluntary restraints aimed at stabilizing prices; reducing the extension of credit, especially in the "over-extended" building sector; and curbing the inflow of capital, the main cause of excessive liquidity. Both prices and wages, however, continued to rise during 1962 and further wage increases have recently been granted in several important industries.

Although currently economic expansion appears to be somewhat less pronounced than in 1962, the Swiss economy still shows many boom characteristics. Swiss official and business circles agree that continuation of the voluntary restraints policy is required to help achieve a slower but better-balanced growth.

Additional information can be obtained from the following Dept. of Commerce publications:

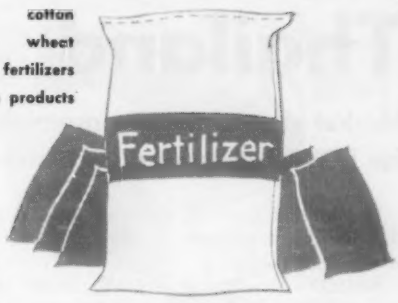
Import Tariff System of Switzerland. WTIS, Part 2, No. 61-39. 2pp. June 1961. 10 cents.

Licensing and Exchange Controls, Switzerland and Liechtenstein. WTIS, Part 2, No. 62-40. 4pp. August 1962. 10 cents.

Basic Data on the Economy of Switzerland. WTIS, Part 1, No. 62-60. 12pp. June 1962. 15 cents.

Taiwan

Protectionist sentiment, more reduction in U.S. aid may cause market to tighten



Taiwan appears to be tightening up as a market for U.S. goods in 1963.

Rising protectionist sentiment, a slack in local demand, stiffer import controls on consumer goods, and a further reduction in U.S. aid will make more difficult an improvement in the U.S. share of Taiwan's market this year.

With the apparent contraction of the consumer goods market, raw materials and capital goods will again account for the bulk of U.S. sales in Taiwan. Prospects for increasing exports in this field, however, may depend to some extent on an uncertain recovery of the island's key processing and export industries, such as textiles, paper, and iron and steel manufactures, which were generally depressed in 1962.

These industries require a high import content, since Taiwan lacks many of the essential raw material ingredients and is not yet capable of producing the sophisticated capital goods needed to support rapid industrial development.

Business and Government leaders are cautiously optimistic that with the termination of last year's special defense assessments the economy will regain the buoyancy of 1960-61, years in which imports from the U.S. increased by 11% and 35% respectively, over the preceding years.

In 1962, total imports ($332 million) and imports from the United States ($150 million) increased by only $8 million and $0.7 million respectively, reflecting the slowdown in the economy. The U.S. share of the market remained at about 45% of the total.

However, considering only those imports financed with Chinese Government foreign exchange (i.e., excluding AID purchases), the U.S. supplied only $58 million or 26% of the total import of $224 million in 1962.

Principal exports

Principal U.S. exports to Taiwan in 1962 were wheat and soybeans; raw cotton; iron and steel scrap; machinery and tools; chemicals and pharmaceuticals; fertilizer; transport and communications equipment; electrical materials; and lubricating oil.

Additional opportunities, in the face of strict exchange controls on consumer goods and a trend toward protectionism, are somewhat limited and tend to develop only as new starts in industry and construction are begun.

Much of the existing market is fairly well saturated and already serviced by established Japanese, U.S., European and local suppliers. This situation is likely to prevail until Taiwan's foreign exchange position improves to the extent that import restrictions can be relaxed.

Rapid construction of hotel facilities and expansion of the food processing industry suggest new opportunities for the sale of building materials and refrigeration and freezing equipment.

Prospective development of a furniture export industry, utilizing bamboo, rattan, teak, cedar and lauan woods, should stimulate a demand for wood treating and wood working equipment.

At the end of 1962, the U.S. Embassy in Taiwan distributed 900 copies of lists of U.S. product catalogues and periodicals throughout the island. Considerable interest has already been generated, but it is still too early to assess the results.

Investment chances narrowing

New investment opportunities appear to be narrowing, as most of the more obvious possibilities have been largely exploited. Moreover, local businessmen are clamoring for Government protection against additional foreign investment in fields that are already overcrowded.

Accordingly, U.S. investments in 1963 are likely to be on a smaller scale than in previous years, with greater emphasis on technical cooperation agreements and joint ventures with Taiwan entrepreneurs.

The Stanford Research Institute (SRI), which conducted a year-long investment identification survey in 1961-62, has completed detailed feasibility studies on 4 promising industries—petrochemicals; plastics, resins and synthetic fibers; transistor radios; and watches and clocks. These studies are available to interested U.S. investors from the Chinese Investment and Trade Office (C.I.T.O.), 515 Madison Ave., N.Y.C.

Since U.S. trade and investment in Taiwan are conditioned by the pace of overall economic development, the gradual reduction in U.S. economic aid allocations may significantly affect our commercial performance in 1963. U.S. aid-financed imports last year amounted to $90 million, a drop of $30 million from 1961. A further reduction is projected for 1963.

May be phased out

In January, AID officials expressed the view that Taiwan's economy should be self-sustaining within 5 years, thus hopefully enabling a phasing out of the U.S. aid program.

The AID Mission in Taipei and Chinese economic officials expect to work together toward this goal, giving priority to increased agricultural and industrial production for export.

The short run effect of a reduction in U.S. aid may well be a decline in U.S. exports, since nearly one-third of Taiwan's total imports are AID-financed and are principally obtained from the U.S. These products will now be purchased more and more with Chinese Government foreign exchange and thus opened up to worldwide competition.

Consequently, U.S. firms which have been selling to Taiwan under AID-procurement should give greater consideration to the appointment of local agents and distributors for assistance in winning orders purchased with Government foreign exchange.

More data

Additional information can be obtained from the following Dept. of Commerce publications:

Establishing a Business in Taiwan. WTIS, Part 1, No. 62-11. 17pp. March 1962. 15 cents.

Licensing and Exchange Controls, Taiwan. WTIS, Part 2, No. 62-22. 6pp. May 1962. 10 cents.

Import Tariff System of Taiwan (Formosa). WTIS, Part 2, No. 61-2. 2pp. January 1961. 10 cents.

Investment Factors in Taiwan. WTIS, Part 1, No. 61-67. 9pp. September 1961. 15 cents.

Thailand

Market should remain promising for U.S. exporters and investors

petroleum products
iron, steel
cotton fabrics

The market for U.S. exports and the climate for investment should continue favorable in 1963.

Advances in the agricultural, industrial and infrastructural sectors were reported in 1962 and early 1963.

The agricultural sector concluded the season with an above average performance, the result being large exportable surpluses for most crops. Higher incomes from rice, tin, and corn exports more than offset lower rubber and teak export earnings which were affected by depressed world market demand and prices.

A moderate but steady increase in industrial production was noted. Efforts toward further industrialization of the Thai economy received impetus from several significant foreign and some domestic investments. Work also continued according to schedule on expansion programs for highways, railways, telecommunications, and power generation.

Show trade deficit

Preliminary statistics show that Thailand had a trade deficit of $88.5 million in 1962 as imports rose 11.5% over 1961 to $542.5 million, while exports fell 4.8% (U.S. statistics) to $454 million.

U.S. exports to Thailand in 1962 amounted to $85.4 million, about 17.5% of total Thai imports, thus marking a record year for the U.S. in the Thai market. U.S. imports from Thailand during the period were estimated at $37 million, about 8% of total Thai exports.

U.S. exports increased substantially in metals and manufactures; electrical and industrial machinery; power generating machinery; construction, excavating, and mining machinery; automotive parts and accessories; and various steel mill products. These increases, many occurring in sectors which recorded losses in 1961, to a large extent reflect the growing ability of U.S. exporters to meet stiff Japanese and European competition.

Overall progress in Thailand's economic development, the introduction of new development projects, and a continuation of several existing programs in 1963 are bound to create market opportunities for U.S. exporters in the following fields:

Railway equipment; equipment and machinery for use in irrigation and flood control; building materials and equipment for dam and power developments; mineral surveying; highway, tunnel, and bridge construction; telecommunications; general industrial projects, especially in the fields of oil, rubber, and textiles; and general construction.

Sales potential is expected to be particularly good in the fields of electrical and industrial equipment and general consumer goods.

Although generally higher prices and shipping rates have somewhat impaired the competitiveness of U.S. products in the Thai market, American commodities have the advantage of an excellent reputation which tends to counterbalance slightly higher costs.

However, U.S. businessmen seeking to enter the Thai market should pay special attention to developing comprehensive servicing policies (particularly for electrical and mechanical products) and liberal credit provisions for the Thai buyer. Liberal export credit is particularly important in Thailand because of internal credit restrictions which thwart the maintenance of warehouse inventories and require a rapid turnover of goods by Thai merchants.

Investment up sharply

Thailand also witnessed in 1962 and early 1963 a sharp acceleration in foreign investment.

Sparked by the 1962 Industrial Investment Promotion Act, two spectacular investments highlighted the country's favorable investment climate. A Dutch-British oil company signed agreements in mid-1962 to underwrite the construction of the Thai Oil Refinery (TORC), a $28 million, 40,000 barrel-a-day facility. And a U.S. tire and rubber company laid the cornerstone in early 1963 of a $10.5 million automobile and truck tire factory, the first of its kind to be constructed in Thailand.

Trade Center opens

Among other U.S. programs in Thailand, the U.S. Southeast Asia Trade Center at Bangkok opened in May 1962. In addition to Thailand the Center is designed to provide coverage for Burma, Malaya, Singapore, Viet Nam, Laos and Cambodia. It was host during the year to an estimated 8,000 to 9,000 visitors who viewed the products of 183 U.S. manufacturers in woodworking machinery, medical and hospital equipment, automobiles and automotive equipment, pharmaceuticals and agricultural machinery and equipment.

Nearly $300,000 in sales were estimated to have been made directly at the Center during the first 9 months of operation. Although designed in part for long-range market development, the Center will put increased emphasis on direct sales during the forthcoming period.

Tentatively scheduled product themes for 1963 include business machines and office equipment, small hand-power tools, agricultural chemicals and plant foods, and hardware and building supplies.

The Trade Center has become an excellent, low-cost sounding board for U.S. business to test the rich market of the entire region of Southeast Asia and obtain local representation for its products.

Thailand's economy is expected to continue its steady expansion in 1963, although the market potential may suffer somewhat in certain sectors by a marked trend towards protectionism inspired by new Thai industries seeking Government shelter from competitive foreign imports.

These measures, however, should not deter U.S. exporters and investors from seeking out the many profitable opportunities and thus get in on the "ground floor" in the growing market there.

Additional information can be obtained from the following Dept. of Commerce publications:

Economic Developments in Thailand, 1962. OBR 63-43. 5pp.

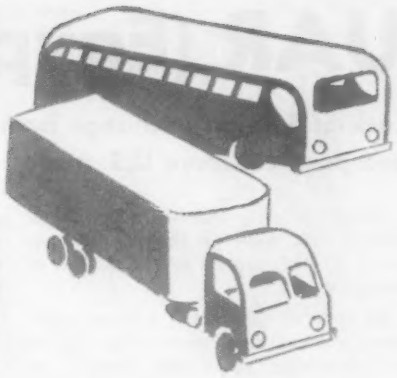
Establishing a Business in Thailand. OBR 63-27. 10pp.

Industrial Promotion Act of Thailand. WTIS, Part 1, No. 62-81. November 1962. 15 cents.

Investment Factors in Thailand. WTIS, Part 1, No. 62-82. November 1962. 15 cents.

Turkey

motor vehicles
petroleum products
iron, steel



Increased machinery sales, farm commodities boost U.S. exports

Continued large shipments of surplus agricultural commodities and a substantial increase in sales of machinery boosted U.S. exports to Turkey in 1962 to $194 million, a level 37% above the $142 million total for 1961. By far the largest part of U.S. exports to Turkey is either AID-financed or made up of surplus agricultural commodities. As Turkey's foreign exchange situation remains exceptionally tight, the value of future shipments of U.S. products will be influenced primarily by the level of U.S. financial assistance.

Turkish import programs, published semiannually, continue to emphasize imports of essential productive goods necessary for implementing development plans and to curtail or ban nonessential or luxury items and products for which a domestic industry is developing. Aside from food grains, the best prospects for U.S. suppliers to Turkey in 1963 are industrial machinery, construction and mining machinery, chemicals, pharmaceuticals, agricultural equipment and machinery, and fertilizers.

As in 1962, participation in the 1963 Izmir International Fair in late summer will be a major export promotion effort of the U.S. in Turkey. Special import allocations are granted to fair participants under an overall country quota.

Business upturn

After a long period of economic listlessness, an upturn in business activity was evident in the last 6 months of 1962. Passage of Turkey's 5-year development plan in November provided a psychological boost and injected a sense of direction into the business community. There should be increased opportunity for foreign participation as projects to be undertaken in accordance with the plan are announced. The Turkish Government has acknowledged the need for private investment to reach the plan's goals and foreign investors have been showing increasing interest.

The United States supplied about 30% of Turkey's total imports last year. Shipments of PL-480 wheat were valued at $59.4 million, slightly below the level in 1961; sales of vegetable oils, mainly under the PL-480 program, amounted to $15.1 million and accounted for almost a quarter of the increase in exports. U.S. exports of machinery and vehicles jumped significantly from $39.9 million in 1961 to $60.9 million in 1962, with major increases in electrical machinery and apparatus, construction and excavating machinery, metalworking machinery and machine tools, and trucks, buses, and chassis.

Increases in millions of dollars in shipments of other commodities include chemicals, from $7.5 in 1961 to $11.7 in 1962, primarily in chemical specialties; metal manufactures, from $1.8 to $7.5; and iron and steel mill products, from $3.2 to $6.7.

The value of U.S. imports from Turkey increased by 17% from $74.8 million in 1961 to $87.7 million in 1962. U.S. purchases (in millions) included tobacco, $45.4; nuts, $6.4; and chrome ore and chromite, $4.3.

Turkey and the U.S. in February completed negotiations for a 3-year PL-480 agreement providing total shipments valued at $162.3 million of wheat, vegetable oils, and tallow. Purchase authorizations valued at $40.6 million have been granted for fiscal year 1963. During fiscal 1962 the Agency for International Development granted $58 million in supporting assistance for Turkey's import programs; $55 million was allocated for fiscal 1963.

Development plans

Development loans in fiscal 1962 were valued at $10 million, with an estimated $33.5 million for fiscal 1963. Additional assistance will be provided by other members of the Organization for Economic Cooperation and Development Consortium created in July 1962 to mobilize foreign resources in support of Turkey's development plans. The European Monetary Fund in March 1963 extended a $50 million credit and the International Monetary Fund entered into a new standby arrangement authorizing the Turks to draw up to the equivalent of $21.5 million until December 31, 1963.

Turkey is seeking association with the Common Market. Although progress was slow in 1962, arrangements may be concluded early in 1963 granting economic aid and tariff concessions on major Turkish export products for a multiyear transition period.

Turkey's 5-year development plan, the first in a 15-year integrated economic development program, aims at achieving a 7% annual increase in national income. About $1.5 billion of the $6.6 billion invested during the first 5 years is planned to be from foreign sources. Major emphasis is on housing, agriculture, and manufacturing, particularly industries important to economic development which use domestic materials and will realize large foreign exchange savings.

Several recent measures provide evidence of the Government's desire to encourage both domestic and foreign private investment. Among them are tax reform bills recently passed by the Parliament, plans to establish an investment center in Ankara primarily geared to promote foreign private investment, and formation of an industrial credit and development bank to provide 5-year credits for the working capital needs of Turkish business.

Foreign interest in Turkey appears to be increasing. A number of foreign projects are moving ahead, especially in the motor vehicle industry. Operations of Chrysler's plant for vehicle assembly and production of diesel engines are expected to be underway by the end of 1963, while several other U.S. companies and other foreign firms have also indicated interest in investments in the industry.

A subsidiary of the Goodyear Co. is producing rubber tires and tubes and a U.S. Rubber Co. tire plant is expected to operate by the end of 1963.

Additional information can be obtained from the following Dept. of Commerce publication:

Basic Data on the Economy of Turkey. WTIS, Part 1, No. 62-63. 19pp. August 1962. 15 cents.

UAR (Egypt)

wheat
petroleum products
electric machinery

Lack of foreign exchange hampers prospects for more U.S. trade

Prospects for increased trade with the United Arab Republic (Egypt) are hampered by the country's crucial lack of foreign exchange.

In spite of substantial foreign assistance, current requirements for capital and consumer goods far outstrip exchange availabilities, including earnings from exports and Suez Canal tolls. A prohibition on avoidable foreign exchange transfers placed in effect in October 1962 still prevails and it is unlikely that import restrictions on goods not essential to economic development will be eased in the near future.

Potential in farm products

The best potential for trade is in agricultural products under the PL-480 program. In the nonagricultural sector there are opportunities for agreements to supply equipment and services for projects connected with the 5-year plan. In the industrial phase of the plan emphasis is being placed on development of the chemical, pharmaceutical, and petroleum industries. Sizable investments also are planned in engineering, metallurgical, spinning and weaving, mining, and foodstuffs.

The increase in U.S. exports from $162.6 million in 1961 to $234.4 million in 1962 primarily resulted from increased shipments of agricultural products under the PL-480 program. With the signing of a 3-year PL-480 agreement in October in the amount of $390 million, these shipments will continue to be a major portion of U.S. trade with the U.A.R.

U.S. exports to the U.A.R. of nonagricultural products declined slightly in 1962, according to U.S. statistics, with total machinery shipments declining from $35.4 million in 1961 to $27.5 million in 1962. Shipments of electrical machinery, however, rose from $3.5 million to $6.8 million and of power-generating equipment from $1.7 million to $2 million. Exports of chemical specialties rose from $9.9 million in 1961 to $15.6 million in 1962 and insecticides, from $8.6 million to $14.2 million.

General U.S. imports from the U.A.R. declined from $34.2 million in 1961 to $25.6 million in 1962.

U.S. chief supplier

Although official statistics are not available, preliminary indications are that the U.S. continued as the U.A.R's principal supplier in 1962, with about 29% of the market, followed by West Germany with 9%, the United Kingdom with 7%, and the U.S.S.R., 6%. The trend of increased commercial relations with Western countries and reduction in imports from the Soviet bloc, begun in 1959, is becoming more apparent in the U.A.R. trade pattern.

Preliminary U.A.R. trade statistics show an 11-month trade deficit of $295 million in 1962. Inclusion of Suez Canal revenues of $104 million still leaves a substantial payments deficit. The foreign exchange shortage was intensified by recent payments on external financial obligations, including the last installment of compensation to shareholders of the nationalized Suez Canal Company, and by the relative slump of raw cotton exports, the U.A.R.'s main earner of foreign exchange.

Although raw cotton exports for the 1962-63 season are up over the abnormally low 1961-62 season, they are substantially below normal years. Also, the majority of shipments are to the Soviet bloc and other countries with whom the U.A.R. has trade agreements and thus are not earners of hard currency.

Financial assistance by the U.S. in the form of development loans, local currency loans under the PL-480 program, and currency stabilization loans, was given the U.A.R. in addition to aid by the International Monetary Fund and other western countries. Direct PL-480 shipments also served to make the foreign exchange position more tenable.

Trade negotiations

Bilateral trade negotiations continued as the U.A.R. sought to import manufactured products necessary for industrial expansion without having to pay hard currency. Recent agreements have been concluded with Rumania, East Germany, and Czechoslovakia. A trade agreement and technical assistance pact was signed with Nigeria.

In October, the U.A.R. application for admission to the Long Term International Textile Convention was approved. The U.A.R. was also admitted as a provisional member of the General Agreement on Tariffs and Trade in November.

The nationalization program has moved ahead. In September some 110 shipping agencies, stevedoring firms, and ship maintenance and repair companies were subjected to Government control, and in January foreign ownership of agricultural land was prohibited.

In spite of financial and organization difficulties connected with governmental ownership, industrial development under the 5-year plan continues. Total planned investment in industrial projects for the fiscal years 1961-62 through 1964-65 is estimated at $1.86 billion.

Recent U.S. commercial activity in the U.A.R. includes an agreement with Westinghouse Electric International to construct, equip, and operate for 2 years the Cairo West Power Plant under an Agency for International Development loan. Under another AID loan, Ebasco Services, Inc., will give technical advisory services to the general organization for execution of the 5-year industrial plan. Koppers International has signed a contract to provide assistance to the Egyptian Iron and Steel Co., as well as to the small companies of the steel industry.

Additional information can be obtained from the following Dept. of Commerce publications:

Import Tariff System of Egypt (UAR). OBR-62-8. 2pp.

Establishing a Business in Egypt (UAR). WTIS, Part 1, No. 61-24. 4pp. April 1961. 15 cents.

Economic Developments in United Arab Republic (Egypt), 1961. WTIS, Part 1, No. 62-59. 15pp. August 1962. 15 cents.

United Kingdom

Lagging economy slows U.S. exports as Britain seeks to offset EEC veto

petroleum
meat
wood

With the British economy still lagging, any increase in U.S. exports will depend on the United Kingdom's success in spurring economic expansion.

During most of 1962 the Government moved cautiously in its efforts to spur the domestic economy, fearing that an excessive stimulus would increase imports and cause pressure on Britain's external balance, with an accompanying weakening of the pound sterling. As the year progressed and it was apparent that the economy was still lagging, the Government began to follow a more expansionary policy.

At the start of 1963, Britain faced two major economic problems: how to get the domestic economy into full gear without weakening the balance of payments and causing an inflation which would make Britain's products less competitive in world markets; and what steps to take as alternatives to Common Market membership.

Push needed

Because of the sluggishness of the British economy, U.S. exporters will have to push their sales with exceptional vigor. With 1963 officially designated productivity year, there should be opportunities for U.S. producers of automation equipment and a wide range of industrial machinery of the most advanced types. Such selling efforts, to be effective, must feature on-the-spot sales promotion with skilled technicians visiting plants to demonstrate the advantages of the equipment to be sold.

An important aspect of U.S. trade promotion work in Britain is the London Trade Center, which in 1963 will present shows displaying automobile service and maintenance equipment, fabrics, home furnishings and design, housewares, and specialized medical equipment.

U.S.-British trade

U.S. exports to the United Kingdom in 1962 were somewhat disappointing, totaling $1,075 million, about 3% below 1961. U.S. imports from Britain, on the other hand, rose substantially, amounting to $1,004 million, about 12% above 1961 levels. The U.S. share of the British market declined slightly, from 11% in 1961 to 10.6% in 1962, but the United States remained the United Kingdom's chief supplier.

The relatively low rate of stockbuilding during most of 1962 evidently held down British purchases of U.S. industrial raw materials. U.S. sales of machinery, which had been the fastest growing component of our exports to the United Kingdom, remained at about the 1961 level. This disappointing result reflects the slowing-down of industrial investment in the United Kingdom which took place in 1962, and the reluctance of British manufacturers to make any moves pending resolution of the Common Market question. Sales of U.S. consumer products to the United Kingdom—against a background of generally low consumer spending—were unimpressive in 1962.

Balance of payments

The British balance of payments position was strengthened somewhat during 1962, although the improvement in the current trade account was below expectations. Final figures for the year will probably show a small surplus. The brightest spot in what has, on the whole, been an extremely trying year for the British economy, was the strength of the pound sterling.

Britain's domestic economy was sluggish throughout 1962 with consumer demand showing few signs of picking up, private investment sharply down, and no significant improvement in industrial production. In an attempt to quicken the economy, the Government in mid-year loosened its tight-money policy and introduced a series of expansionary measures designed to stimulate investment and consumption. But these reflationary policies had not yet shown results, and by the end of the year the general picture was one of an economy with considerable slack, reflected in excess industrial capacity, profit margins under pressure, pockets of persistent unemployment, and lagging consumer demand. Further Government impetus to the potential for expansion was contained in the April 1963 budget in the form of tax reductions.

The failure of the negotiations for British entry into the Common Market has posed some serious problems. British trade with European Economic Community countries has been proceeding at a high level despite customs-duties barriers. As these barriers increase, however, it may be difficult for Britain to maintain or better its position on the EEC market. Britain had been looking to the EEC as the market most conducive to a rapid expansion of British exports. With an accelerated rate of growth in EEC markets now made doubtful, the British will have to look to many other markets in order to attain the targeted increase of 6% in exports annually.

The breakdown of negotiations will also influence British domestic economic policy. The Government had been anticipating that a far-reaching realignment of British industry would come about through the force of EEC competition on the British home market. The pressures for modernization and readaptation would then result in basic changes in British industrial structure, bringing about what Prime Minister Macmillan characterized as the "second industrial revolution." Despite Britain's failure to enter the Common Market, these changes are still necessary, probably even more so, but they will now have to come about as a result of direct Government policies and may be more difficult to implement.

Additional information can be obtained from the following Dept. of Commerce publications:

Licensing and Exchange Controls in the United Kingdom. OBR-62-1. 4pp.

Basic Data on the Economy of the United Kingdom. OBR 63-40. 15pp.

Economic Developments in the United Kingdom, 1962. OBR 63-65. 7pp.

Preparing Shipments to the United Kingdom. WTIS, Part 2, No. 62-6. 7pp. January 1962. 10 cents.

Income Taxation in the United Kingdom. WTIS, Part 1, No. 62-5. 8pp. February 1962. 15 cents.

Venezuela

Outlook favorable for continued progress but election uncertainty dampens prospects

electric machinery
motor vehicles
iron, steel

The outlook is favorable for continued economic advances, but prospects are slightly dampened by the uncertainty stemming from the elections to be held late this year.

Moderate gains in foreign trade are anticipated, and the renewed interest in investment in 1962, particularly in manufacturing, is expected to be sustained.

Exports rise, imports decline

Total Venezuelan exports in 1962 are expected to show an increase of about 9% over the $2.6 billion recorded in 1961.

Petroleum exports, which represent over 90% of total exports, accounted for the increase. Iron ore exports, which account for another 5% of total exports, declined due to a depressed world market. Gains in cacao exports were offset by a decline in coffee exports. Exports to the U.S. accounted for 41% of total Venezuela exports (first 4 months), as compared to 39% in 1961.

Total Venezuelan imports are expected to show a decline of over 4% from the $1.1 billion imported in 1961.

The April 1962 exchange reform which made about 85% of all imports payable at the "controlled free" rate of 4.54 bolivares per U.S. dollar resulted in a *de facto* devaluation which raised the bolivar cost of these imports 35%. Most imports had been formerly paid for at 3.35 bolivares to the dollar.

Protectionist policies also resulted in a decline in imports of locally produced goods. However, imports of capital goods in 1962 actually increased. The U.S. was the major supplier, accounting for 53% of total imports (first 4 months), as compared to 54% in 1962.

Possible Venezuelan participation in the Latin American Free Trade Association is under serious consideration.

U.S. exports should rise

U.S. exports to Venezuela dropped from $515.7 million in 1961 to $468.3 in 1962. Exports of most categories of machinery held up well and in many cases increased, as did exports of metal manufactures and chemical specialties. However, imports of automobiles, foodstuffs and textiles declined.

Machinery, which accounts for 30% of U.S. exports to Venezuela, is the commodity group with the best export potential.

Industrial developments, such as the Coroni hydroelectric project, the petrochemical plant at Moron, the proposed aluminum reduction and fabricating plant, the new automotive assembly plant and other lesser industrialization projects should spur imports of raw materials and machinery for these plants.

The ban on imports of assembled vehicles which went into effect early this year, will in part be compensated by a rise in imports of automotive parts. Iron and steel mill products will decline with increased production by the Matanzas steel plant, but imports of other metal manufactures and chemical specialties should rise.

Economic activity increases

In 1962, Venezuela's economy rebounded from the stagnation that characterized most sectors during 1960 and 1961 and, at the same time, equilibrium was restored in the international balance-of-payments. Gross national product rose at an annual rate of 6% to about $7.5 billion, as compared with increases of about 1.4% and 1.7% in the 2 preceding years. Petroleum production—the bellwether of the economy—was up 9.6% over the preceding year, while industrial production rose by 11.6%.

The Investment Guarantee Agreement between the United States and Venezuela, concluded in late 1962, should spur new U.S. investments by making it possible for them to be protected against inconvertibility, expropriation and war risks.

Agricultural production increased by about 8% over the preceding year. Construction activity, the country's largest industry in terms of employment, advanced from its depressed level, rising by about 20% over the previous year. Expect for iron ore mining, which was adversely affected by depressed world markets, most of the other sectors of the economy appeared to have advanced.

Unemployment continued to be one of the country's most persistent problems with about 13% of the labor force jobless. But indications are that unemployment declined somewhat with the increased level of activity.

The Government's budget was balanced in 1962 and prospects for a balanced budget this year are favorable. Conservative monetary policies were an important factor in checking capital flight and in maintaining price stability.

There was continued evidence of political unrest, but the Government appeared to be in a stronger position by the year's end. In view of the forthcoming elections, political agitation and acts of lawlessness may increase, but law enforcement authorities are demonstrating increasing ability to cope with them.

Venezuela achieved a small balance of payment surplus of $5 million in 1962, the first since 1957. Exchange reserves rose to $575 million by the end of 1962.

This improvement was due to increased exports of petroleum, a decline in imports due to partial devaluation in April 1962, to increased duties and restrictions on imports, and a check of capital flight resulting from growing business confidence.

Development plan

Venezuela's 4-year development plan (1963-1966), which sets a goal of an 8% annual increase in Gross National Product—with particular emphasis in development of manufacturing and agriculture—should provide a strong stimulus to trade and investment.

Total investment foreseen by the plan amounts to about $6.1 billion or about 20% of gross national product during the period. Private capital is expected to account for 50% of the required financing with 13% derived from foreign sources. The development of the metallurgical, petrochemical and automotive industries is accorded special emphasis.

Additional information can be obtained from the following Dept. of Commerce publications:

Economic Developments in Venezuela, 1962. OBR 63-73. 5pp.

Licensing and Exchange Controls of Venezuela. OBR 63-80. 7pp.

Africa

U.S. performance not matching continent's glittering possibilities

The African continent currently offers dramatic possibilities for U.S. business expansion, but despite gains made in trade and investment activity the U.S. business performance in Africa has not measured up to expectations.

Sweeping and rapid decolonization in Africa has seen the establishment of 33 independent states to date, with 4 new states established in the last 9 months, and still others to follow. Historic economic and commercial links to the former European administrative countries are being maintained by new states and broadened with Western Europe in general through the association of 18 African nations with the EEC.

Nevertheless, from the U. S. prospective, the pivotal factor is that policy decisions affecting African states are being made in Africa by Africans themselves. This "power shift" to Africa has been reflected in almost feverish efforts to overcome Africa's technological gap through emphasis on internal economic and social development and, in this context, all African states look to the U.S. for expanded participation both in the private and public sectors.

Significant U.S. gains

Significant gains indeed have been made by American exporters and investors. Between 1956 and 1960, the value of U.S. exports increased on the average by less than 2% per year. This rate rose to 8.2% between 1960 and 1961, and to 12.1% between 1961 and 1962; total 1962 U.S. exports to Africa amounted to $745 million. Yet, indicative of African market possibilities, this figure roughly equals what just 1 African country—Nigeria—purchases abroad each year.

Stepped-up U.S. economic assistance to Africa, which in fiscal 1962 amounted to $501.1 million, provides additional opportunities for U.S. businessmen for expanded sales to Africa, particularly in heretofore dollar-short or restricted markets. To capitalize on opportunities in the fast moving African political and economic scene, American businessmen will need to be much more aggressive in commercial promotional activities, especially in the selection of agents, extension of credit, and introduction of repair and maintenance facilities. Above all, more information on Africa and first-hand contact with Africans are essential.

U.S. private direct investments in Africa have increased steadily, particularly in the newly developing countries, to a total of $1.04 billion (excluding Egypt) at the beginning of 1962, compared with $248 million 10 years earlier. However, this is only 3% of U.S. global investments of $34.7 billion, and is a bare fraction of all foreign investment in Africa.

The Department of Commerce has prepared the following Overseas Business Reports concerning Africa, in addition to those referenced previously in articles on individual African countries:

Basic Data on the Economy of The Islamic Republic of Mauritania. OBR 63-6. 14 pp.

Establishing a Business in Ethiopia. OBR 62-42. 10 pp.

Import Tariff System of the Republic of Rwanda and the Kingdom of Burundi. OBR 63-17. 2 pp.

Import Tariff System of the Somali Republic. OBR 63-87. 2 pp.

Investment Law of the Federal Republic of Cameroon. OBR 62-32. 5 pp.

Investment Law of the Republic of Congo (Brazzaville). OBR 62-15. 10 pp.

Investment Law in the Republic of Gabon. OBR 62-20. 10 pp.

Investment Law in the Islamic Republic of Mauritania. OBR 62-25. 4 pp.

Investment Law of the Republic of Senegal. OBR 62-31. 6 pp.

Licensing and Exchange Controls, Libya. OBR 63-88. 4 pp.

Living Conditions in Libya. OBR 62-16. 8 pp.

Preparing Shipments to Angola. OBR 63-85. 6 pp.

Preparing Shipments to Mauritania. OBR 62-39. 7 pp.

Preparing Shipments to Tunisia. OBR 63-83. 7 pp.

Copies of these publications may be obtained, for 15 cents apiece, from the Sup't. of Documents, GPO, Wash. 25, D.C., or any Commerce Field Office.

There are few areas which are not actively seeking U.S. investments and which have not introduced specific investment inducement legislation. In the last 6 months a number of official missions have visited the U.S. in search of investors, and additional AID investment guarantee agreements have been signed between the U.S. and African countries. Internal political tensions in some areas have tended to discourage American private investment, but temporary disturbances should not deter investigation of the many possibilities offered in the long-run development of Africa's natural resources.

During the past year, important regional economic developments took place in Africa. On December 20, 1962, an Association Convention was initiated by the EEC countries and 18 African and Malagasy states. Under the terms of the Convention the EEC will abolish progressively import duties on tropical products imported from African Associated States, while African countries will give duty-free treatment to all imports from EEC countries.

Another regional economic grouping, the Equatorial African Customs Union, which includes the Central African Republic, Chad, Cameroon, Congo (Brazzaville), and Gabon, became effective on July 1, 1962. These countries have adopted a common external tariff, which imposes relatively high duties on many important U.S. products and gives preferential treatment to products originating in France and the European Economic Community.

Investment guarantees

The growing interest in private American investment was reflected by the signing of Investment Guarantee Agreements with Nigeria, Republic of Congo (Brazzaville), Republic of the Congo (Leopoldville), Guinea, Niger, Togo, and Ethiopia. In addition, several U.S. banks have joined with existing banking institutions in various African countries.

American petroleum companies have continued to invest relatively large sums in developing extensive oil deposits recently discovered in Africa. This is particularly true of Libya where American investments are now estimated to be in excess of $600 million. Considerable American investments were also made in the mining sector in a number of countries. In Gabon, production started at a $100 million manganese project in which U.S. company holds a 50% interest. In Ethiopia, an American company is developing a major potash deposit.

U.S. SHARE OF IMPORTS INTO SELECTED COUNTRIES*

Country	1961 Imports			1962 Imports January through latest month			
	From world (Millions of dollars)	From U.S.	U.S. share %	Latest month	From world (Millions of dollars)	From U.S.	U.S. share %
Netherlands Antilles	867	74	8.5	June	428	40	9.4
Ireland	732	56	7.6	Dec.	766	58	7.6
Portugal	656	50	7.6	Dec.	587	52	8.9
Rhodesia and Nyasaland, Fed.	489	26	5.2	Dec.	451	25	5.6
Iraq	408	44	10.7	Sept.	272	33	12.3
Ceylon	358	12	3.4	Dec.	349	10	2.8
Trinidad and Tobago	336	39	11.5	Nov.	318	40	12.7
Viet-Nam, Rep.	255	65	25.4	Aug.	180	68	38.0
Sudan, Rep.	238	15	6.3	July	142	7	5.1
Aden	232	3	1.4	Nov.	217	3	1.4
Burma	216	8	3.8	Nov.	202	(1)	(1)
Tunisia	211	32	15.0	Dec.	216	35	16.0
Jamaica	211	52	24.5	Dec.	223	62	27.8
Uruguay	209	47	22.4	Sept.	169	32	19.2
Syria	199	30	15.3	Sept.	171	24	13.9
Senegal	155	3	1.6	Sept.	114	5	4.8
Ivory Coast	154	6	3.9	Nov.	123	5	4.3
Libya	149	29	19.1	Dec.	206	40	19.4
Mozambique	129	9	7.1	Dec.	136	7	4.9
Jordan	117	20	16.7	Dec.	125	17	13.6
Ecuador	116	53	45.2	June	49	22	44.9
Angola	114	12	10.4	Sept.	95	9	9.0
Cyprus	113	7	6.0	Dec.	125	9	7.4
Malagasy Rep.	103	2	2.0	Nov.	109	2	2.2
Cambodia	97	16	16.4	Nov.	92	15	15.9
Cameroon, Fed. Rep.	96	5	4.7	June	50	3	6.6
Ethiopia	92	8	8.4	June	50	(1)	(1)
Sierra Leone	91		3.6	June	42	2	5.0
British Guiana	86	17	19.6	Apr.	24	6	24.2
Bahamas	85	54	63.7	June	33	18	54.3
Malta	82	1	1.8	Sept.	58	1	2.1
Congo, Rep. (Brazzaville)	79	5	6.5	Nov.	62	2	3.7
Bolivia	78	33	42.3	(1)	(1)	(1)	(1)
Iceland	70	11	16.0	Dec.	89	13	14.0
Bermuda	61	29	47.7	Nov.	53	25	46.5
Reunion	58	(2)	0.4	Nov.	58	(2)	0.8
Surinam	54	18	33.4	Dec.	55	(1)	(1)
Guadeloupe	52	2	3.0	Sept.	42	2	3.8
Martinique	51	2	4.1	Mar.	14	1	4.4

*Imports into 40 leading world markets are reported in *International Commerce*, April 29, pages 2-3. (1) Not available. (2) Less than $500,000.

Note: In order to present comparable statistics for all countries, import data have been adjusted from f.o.b. to c.i.f. for the following: Ecuador, Netherlands Antilles, and Federation of Rhodesia and Nyasaland.

Source: Official trade statistics of listed countries. International Monetary Fund, *International Financial Statistics*.

Jamaica shifts purchases to U.S., adds incentives

While Jamaica's economy has not quite emerged from the tight-credit doldrums of 1961 and 1962, the climate for U.S. investments and exports continues to improve. Both the total volume of U.S. goods and the U.S. share of the country's import-market increased in 1962. Jamaica's demand rose, especially for food, machinery and vehicles, and its preference for American goods increased.

The business climate, already favorable, has been improved significantly by enactment of additional investment incentives, conservative monetary and fiscal policies, and economic development plans.

The most favorable trade and investment opportunities in Jamaica are connected with the expansion of agriculture and food-processing industries, housing, public utilities, and refinery construction, and the production of consumer goods such as clothing, footwear, household utensils, hardware, and building materials.

Prospering Cambodia eyes U.S. products

An excellent rice crop, record exports and a continued construction boom indicate better than usual prospects for Cambodia's economy in 1963.

The U.S. Trade Fair, highlighting U.S. machines and equipment keyed to Cambodian needs, will open on May 9 and is expected to bring a greater awareness of U.S. techniques and products first introduced into Cambodia through the U.S. economic aid program.

Many of the country's past problems including the lack of effective economic policies and plans, inefficient agricultural methods, and the widening trade deficit, will continue to hinder rapid advance in the economic field.

U.S. exports totaled $11.3 million in 1962, at about the same level as in 1961.

U.S. exports to Yugoslavia rise slightly over 1961

U.S. exports to Yugoslavia in 1962 reached $154.2 million, only slightly above the 1961 figure. The United States continued to be the principal source of Yugoslav imports, supplying almost 20% of the total.

Foodstuffs were the leading category, largely under Public Law 480, but sales of a whole range of industrial goods were also large.

Viet-Nam economic pick-up seen likely in year ahead

Business activity in Viet-Nam remained slack during most of 1962, but by year-end the commercial sector largely adjusted to disruptions resulting from de facto devaluation of the piaster, effective application of the U.S. aid "limited worldwide" procurement policy, and expanded hostilities.

Progress continued on a number of important infrastructure, agricultural, and industrial projects. Increased emphasis is given to improvement of agricultural production and rural innovations to raise farm income.

A new liberal foreign-investment law was signed into law on February 14, which should help to improve the investment climate. The excellent current rice crop (with potentially large exports), some improvement in security conditions, a moderate Government deficit and increased U.S. and other Free World economic aid point in the direction of some improvement in business conditions in 1963.

U.S. exports in 1962 totaled $105 million, up 57% from 1961.

More U.S. wheat, coal, motors go to Portugal

Portuguese statistics indicate that imports from the United States were slightly higher in 1962 with major increases shown for wheat, coal, and internal-combustion motors, while cotton, certain industrial machinery, and plastics declined.

Although not officially registered in the trade statistics, the United States also supplied considerable quantities of steel to be used in constructing the Tagus River bridge.

Resumption of U.S. aid key factor in Laos trade

The resumption of U.S. economic aid ($42 million) in February 1963 is of major significance both to Laos and to U.S. exporters. $13 million of U.S. aid funds have been allocated to finance essential imports from the U.S. and other eligible Free World countries.

Continued internal stability in the coming year should enable the Government to resume reconstruction and economic development activities which were relegated to secondary importance as a result of internal instability after 1954.

U.S. exports to Laos totaled $3.6 million in 1962, up $1 million from 1961.

Trade vistas good in Iraq, Syria, Arabia, and Kuwait

United States exporters contemplating increasing their sales would do well to investigate the Syrian and Iraqi markets. Despite recent changes of regimes, there is business as usual. These markets have continued to increased their purchases of U.S. goods, which amounted to $29.5 million and $34.5, million, respectively, in 1962.

Oil-rich Saudi Arabia and Kuwait offer potential U.S. exporters unusual markets, without restrictions, for the sale products ranging from machinery to all kinrs of consumer goods. U.S. exports to these markets in 1962 totaled $77.5 million and $63.9 million respectively, and represented increases of 40.8 and 13.2% over 1961.

Iceland open to variety of U.S. goods and equipment

The best U.S. trade prospects with Iceland for 1963 are in the fields of labor-saving equipment, transportation equipment, power and industrial equipment, and consumer durables.

A freight-rate differential creates a handicap for U.S. exporters. Imports have been spurred by a favorable 1962 fish catch and high wage increases.

The United States, furnishing $12.4 million of Iceland's $88.3 million worth of imports in 1962, was that country's leading supplier. Iceland's total exports in 1962 were valued at $80.3 million, of which $12.1 million worth went to the United States.

Income from invisibles is reported sufficient to cover the trade deficit. A wage-price spiral appears to threaten the national stabilization program, with the Government using credit controls and other monetary policies to maintain the program.

Gross national product leveling off in Ireland

Ireland's slackened industrial-output growth—accompanied by no significant change in agricultural output—is holding her estimated 1962 Gross National Product to a 3-3½% rise over 1961, contrasted with improvements of about 5% in previous years.

In 1962 the U.S. maintained its share of the Irish market and provided 7.6% of Ireland's total imports of $58.5 million, 4% more than in 1961.

Belgian firm offers sales opportunity

The U.S. Trade Mission now visiting The Netherlands has reported, in a cable of April 29, several export opportunities for U.S. manufacturers of camping gear and TV accessories.

The opportunities are offered by Thomas Schok, sales manager of Antiference, Inc., 99 Blvd. Zeme Armee Britanique, Brussels 19, Belgium. Schok traveled to The Netherlands to talk with the Mission members.

The Mission reports that Schok is interested in the following:

Exclusive representation in the Common Market and Switzerland for U.S. manufacturers of all types of camping equipment, beach and garden items such as garden tables and umbrellas, all types of TV accessories such as antenna controls, amplifiers, 5 channel antennas and multiple set distributor systems for apartment houses and auto radio aerials.

Also direct purchase of outdoor mounted filter network to match each of 5 antenna elements on a single mast to a common coaxial lead—in cable of 60 to 75 impedance or 240 to 300 impedance. The 5 bands are European 12345.

Matching filters should be in a single weather-tight housing to be mounted on the side of buildings and should be provided with an adaptor for mounting on metal TV poles. Initial order of 10,000 units is needed immediately.

U.S. manufacturers of the above equipment should contact Mr. Schok directly as soon as possible.

Latin importers' U.S. debt rose $8.8 million in March

The outstanding draft indebtedness of Latin American importers to U.S. exporters rose in 14 of the 23 countries covered by the Federal Reserve Bank of New York's monthly survey of the Latin American export credit experience of 11 large commercial banks.

Total drafts outstanding increased by $8.8 million to $212.3 million at the month's end.

Importers in Brazil increased their draft indebtedness by $2 million, in the Dominican Republic by $1.3 million, in Mexico by $1.9 million, and in Peru by $1.4 million. Changes for other countries were nominal.

'E' awards pass 250 mark with 14 new winners cited

Scientific supply house, state development agency, chamber of commerce, industrial research firm and manufacturers of electronic equipment, machine tools, textile mill supplies and others named

President Kennedy's "E-for-export" awards have reached another milestone. With 4 additional award ceremonies held in late April, a total of more than 250 U.S. organizations have now been cited for their significant endeavors in the export-expansion drive.

Governor Endicott Peabody of Massachusetts presented awards in Boston to 9 New England-based firms on April 24 at the 10th annual World Trade Day sponsored by the International Trade Association of New England.

Vermont firm named

Together with the first firm in Vermont, companies in New Hampshire, Rhode Island and Massachusetts received "E" honors.

These included the Jones and Lamson Machine Co., of Springfield, Vt.; the Markem Machine Company of Keene, N.H.; and Standard Mill Supply Company of Pawtucket, R.I. The 6 Mass. firms were the Foxboro Company of Foxboro; La Pointe Machine Tool Company of Hudson; Arthur D. Little, Inc., Cambridge; Raytheon Company of Lexington; Shawinigan Resins Corporation of Springfield and Transitron Electronic Corporation, Wakefield.

In a Washington, D.C. ceremony also held on April 24, the cigarette and smoking tobacco firm of Philip Morris International of New York City received an "E" pennant and citation from Under Secretary of Commerce Franklin D. Roosevelt, Jr.

Three North Carolina organizations were cited as "E-for-export" winners by Roy Morgan, Director, Department of Commerce Office of Feld Services, at a Regional Export Expansion Council meeting in Charlotte, on April 29th, sponsored by the Greensboro REEC.

The Tarheel State organizations included Aeronautical Electronics, Inc., of Raleigh; Carolina Biological Supply Company of Elon College and the North Carolina Department of Conservation and Development, Raleigh.

Then, on April 30, the Greater Albany (N.Y.) Chamber of Commerce joined more than 250 other "E" winners. Under Secretary of Commerce Roosevelt presented this award in another Washington, D.C. ceremony.

Diversified techniques

The 14 new "E" winners have employed many varied approaches to gain overseas recognition and markets for their products and services. One manufacturer, for instance, found sales spurting up 350% over their previous level.

● Aeronautical Electronics is a small corporation that manufactures and sells 2-way radio communications. Several years ago it began developing export sales. It analyzes each export market and sells directly through factory authorized distributors, as in Mexico and Canada. By offering a rather liberal credit program, sales have increased 350% in these markets.

In far-flung markets, sales are made with the help of major U.S. electronics manufacturers.

● Carolina Biological Supply, a scientific supply house, began serious efforts to increase foreign sales in 1959. By using trade lists obtained from the Department of Commerce, direct sales are now made to schools and colleges in 29 countries. Monthly mailings overseas give news of important advances in biology and teaching suggestions.

● Foxboro Company produces industrial measuring, recording and control instruments and panels and its equipment is shipped to over 80 different countries. Training courses are held in the U.S., Canada, Europe and Japan for customers and sales engineering representatives which include theory of operation, application and servicing of equipment.

When competitive conditions became formidable in the Common Market, the firm arranged for European assembly of components manufactured in the U.S.

● Greater Albany Chamber of Commerce has held annual world trade and marketing conferences in the past several years and has promoted goodwill trade tours to Europe and Canada. A forthcoming Scandinavian trade tour is scheduled for June. Recently, a world trade club was formed to assist N.Y. firms in starting and expanding their foreign trade operations.

● Jones and Lamson manufactures metalworking machinery and allied equipment and has been actively engaged in worldwide export trade for more than 50 years. Since the early 1920s the firm has had a European-based sales organization and also participates in trade fairs.

It continuously trains its field organization and users of its equipment in new developments in the machine tool field. In 1962, for example, representatives from 7 countries studied new techniques at the company's plant. Firm officials spend much time overseas citing the advantages of U.S. equipment and methods.

● La Pointe Machine Tool Co. makes broaching machines and tools. To sell its products, technical engineers are sent to almost every industrial country in the world to lecture before technical groups and colored motion-picture films are shown. Ads are placed in international trade publications and the firm is publishing a catalog and data in German for European distribution.

● Arthur D. Little specializes in industrial research and has employed numerous overseas seminars, conferences and specialized courses in its campaign to export a broad spectrum of economic and technical consulting services.

A research institute was established near Edinburgh in 1957 to underline the parent company's primary emphasis on scientific and engineering research. Later, offices were opened in Switzerland and Mexico.

The success of ADL's overseas business can be measured by the stimulus given to its clients to seek new markets and investment opportunities. Percentagewise, export contracts from 1958 through 1961 have grown 225%.

● Markem Machine Company has expanded its overseas sales appreciably through direct sales and representatives staffing its United Kingdom, Continental European and Latin American offices. Booths are maintained at industrial trade fairs.

Advertising and sales literature is printed in foreign languages for use in foreign publications and for overseas clients and a stepped-up program is planned in the French, Spanish and German languages. Products are designed and modified to meet foreign requirements.

● North Carolina Department of Conservation and Development, a state development agency, organized overseas trade missions, inaugurated international trade fairs and stimulated sales abroad by N.C. manufacturers. Exports from state ports have increased noticeably, 2 European firms are now manufacturing their products in N.C. and inquiries from Europe as to sources of supply for specific products have greatly increased.

● Philip Morris has found the international market for cigarettes growing more rapidly than the domestic market. It employes salesmen, promotion specialists and varied advertising media—billboard and outdoor advertising, contests and promotions, magazines, radio and TV, theater advertising and traveling shows.

New cigarette brands have been introduced overseas and since late 1960 the company has entered its U.S.-patented and trademarked products in 6 foreign markets. Also, licensing of foreign manufacturers has led

to growing exports of American leaf tobacco.

● Raytheon exports its electronic equipment and components to over 129 different foreign markets and has established 14 foreign subsidiaries. Products have been modified or adapted to fit specific overseas conditions. Instruction books and literature have been published in Spanish, Portuguese, Japanese, French, Italian, German and the Scandinavian languages.

● Shawinigan Resins initiated a program to increase the export volume for its synthetic resins in 1956. New agents were appointed, an export technical service department was created, correspondence and service were accelerated and customers and prospects visited. Overseas sales which accounted for 5.4% of the total company business in 1956 rose to 12% in 1961.

● Standard Mill Supply distributes textile mill supplies and rebuilds textile machinery. Export operations for its own products as well as those of over 24 other U.S. firms have always been an integral part of its business and range from 25 to 30% of its total sales and have been mounting yearly.

● Transitron Electronics manufactures semiconductor components and assemblies. The firm makes weekly airfreight shipments to its Amsterdam warehouse and distributes by air from there to all its European customers.

Through sales offices in London, Paris, Munich and Düsseldof and through other sales representatives, the firm offers all its products in U.S. or local currency, with delivery in some cases within 24 hours and at prices competitive with local manufacturers. tomers in developing new products. The firm participates regularly in major European electronic trade shows and advertises in electronic trade magazines overseas.

IDB agreement can boost U.S. sales to hemisphere

The Inter-American Development Bank (IDB) has agreed that funds earmarked for goods produced in the Western Hemisphere should be used only for that purpose. This should increase export sales by U.S. industry.

Purchases through the IDB's Social Progress Trust Fund (SPTF) are limited to the Western Hemisphere, while its general and operational funds permit worldwide procurement.

Previously, when loans were split among the 3 funds, the "Buy Western Hemisphere rule could not be uniformly enforced. Now the new agreement provides that all split loans will be governed by SPTF "Buy Western Memisphere" regulations, unless the SPTF share of the project cost is very small.

The Department of Commerce's Business and Defense Services Administration called attention to the problem a year ago when a split loan was made to Brazil for the Rio de Janeiro water supply.

Texas 'chickenboy' talks turkey in Caribbean

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

Chicago—If sailors, as reputed, spend nights at sea dreaming of chicken ranches far from ocean spray, an Air Force master sergeant with a 20-year service record, is tilting the notion slightly by becoming a world trade representative for the Texas-grown chickens of Burgess Poultry Farms.

Duty took us recently to conversation with Kennedy Blake, a 48-year-old enterprising ex-soldier, now living in Shreveport, La., who spent his long GI German evenings planning ways to develop a steady export trade of plucked and frozen chicken. He has commenced with the Caribbean Islands and expects shortly to expand to other major areas. "Pricing is critical," Blake told us. "Most U.S. chicken breeders are producing only half of their capabilities."

But chicken farming, he pointed out, can be adjusted quite easily to conform with demand. Anyhow, with the carload quantities that Blake is moving into the West Indies, the problem so far is no more troublesome than the age old academic concern as to whether the egg or hen came first. "It only takes a chicken 7 weeks to grow from hatchery to market size," he went on. "With beef cattle, you need long range planning. I tell them Texas doesn't have cowboys any more, but that the streets of Nacogdoches are full of chickenboys."

Somewhat perplexed, we asked why other countries didn't just grow their own chickens.

"Well, first of all grain is costly and it's almost as inexpensive to export the bird as the feed. But we grow better poultry. Ranchers here, with scientific methods and mechanization, never allow a bird to set foot on the ground. This means more white meat, and it's tender instead of muscular. Ever see some of those scrawny chickens other places?" "There's a great deal to quality. Feed in the U.S. is rigidly controlled. Chickens raised here taste better."

Some Caribbean Islands try to stimulate domestic raising, but Blake declares landed U.S. prices are normally less expensive. He cited one instance where Texas chicken cost 38 cents a pound, against locally raised birds at 55 cents.

Jamaica is one country, however, attempting to stimulate a local poultry industry. "Everything but the backs and necks are refused import licenses," Blake said. "But necks are big business," he added, "and make good soup."

"The good thing about chicken is that there's no religious difficulty. Even on Fridays, a number of the Caribbean Islands have a dispensation for Roman Catholics."

Blake's trip through the West Indies was planned by the New Orleans Field Office of the Department of Commerce. Listen to Ed Leland, Field Director, tell the story:

"Mrs. Dorothy Ferguson of our office supplied statistical data on poultry exports, called his attention to figures extracted from foreign agricultural circulars, and advised him to act as export manager for the producer, rather than as a broker, because foreign firms are seeking direct connections with the source of supply. Through the assistance of the Commercial Intelligence Division, his requests were relayed to U.S. Foreign Service Posts. He developed some sound accounts."

"Every place I went," says Blake, "our commercial officers had prospect lists typed and ready. With Government backing, it's simpler to sell abroad than at home."

When an ex-master sergeant, 20 years in service, tells you export is the easy way, he talks with authority, and background, if not on chickens, at least on that subject.

French consumer-goods needs surveyed by U.S. experts on ground-breaking mission

Visit is in response to rising demand of French buyers for competitively-priced U.S. goods in varied fields

To promote U.S. exports where the market offers "excellent possibilities" for consumer goods, the Department of Commerce is sending its first consumer goods mission to France during May, Eugene M. Braderman, Director of the Bureau of International Commerce, has announced.

The mission will be in Paris, Bordeaux, and Marseilles from May 7 through June 9, promoting sales of a long line of "made in U.S.A." consumer goods.

France is now in its fourth year of unbroken economic upsurge. With comfortable foreign exchange reserves, the country continues to offer excellent possibilities as a customer for U.S. goods, Mr. Braderman said. Trade liberalization measures in France have been extended to virtually all manufactured goods originating in and coming from the U.S.

Strong demand

Rising living standards and consumer demand offer new prospects in the consumer goods field, Mr. Braderman pointed out. French department-store buyers, he said, report a strong demand for competitively priced U.S. consumer products.

Six executives of consumer goods industries and two Commerce Department officials make up the mission team: Pierre B. Clemenceau, President, Grunewald Music Co., New Orleans, La.; Ray W. Cline, Executive Vice President, Belk's Department Store, Concord, North Carolina; Julien Elfenbein, Consultant, Haire Publishing Co., New York, N.Y.; Jerry Marks, President, Lin-Brook Builders Hardware, Inc., Anaheim, Cal.; Joseph F. McNulty, Manager, Export Division, Stedman Manufacturing Co., Asheboro, North Carolina; H. G. Selfridge, Quality Control Manager, Sears Roebuck & Co., New York, N.Y.

The mission is headed by Joseph A. Mack, Deputy Director, Office of Field Services. Its trade development officer is Norris A. Lynch, International Activities Specialist, Office of Chemicals and Consumer Products, Business and Defense Services Administration.

Mission members are well acquainted with the newest U.S. developments in the consumer goods field and, collectively, particularly qualified in the following fields: "do-it-yourself" tools and equipment; garden tools; sporting, camping and picnicking equipment; lightweight luggage; toys, games, and dolls; hobbycraft; boats, outboard motors, and towing equipment; household appliances; household tableware and utensils of pottery, metals, and plastics; men's and women's casual and sportswear and belts, bags, and other plastic accessories; popular-priced lingerie; amateur photographic and movie equipment.

14 firms to participate in Vientiane trade fair

Fourteen U.S. firms are scheduled to participate in a trade fair this month in Vientiane, Laos.

The event, to be held May 16-31 at the New Lane Xang Hotel, will be staged by the American Chamber of Commerce in Bangkok, Thailand. The Chamber is cooperating closely with the U.S. Embassies in Bangkok and Vientiane.

The exhibit theme will be the U.S. import program for Laos (see INTERNATIONAL COMMERCE, March 25, p. 14) and will be aimed at familiarizing the man in the street with U.S. commodities, many of which are unknown in a market served in the past by non-U.S. suppliers.

It will also serve to put local importers in direct contact with U.S. suppliers.

PARAGUAY'S FOREIGN TRADE

The foreign trade of Paraguay in 1962 resulted in a deficit of $0.8 million (exports $33.46 million, imports $34.26 million), compared with a deficit of $4.06 million in 1961.

U.S. to operate information center at fair in Lisbon

Approximately 250,000 visitors expected at June 9-23 exhibition

The Commercial Section of the U.S. Embassy in Lisbon will operate a Trade Information Booth at the Lisbon International Trade Fair June 9-23. U.S. businessmen will be able to use the services free of charge.

Businessmen who have a product or service to sell, or who seek an agent or distributor, are urged to contact the Commercial Officer, U.S. Embassy, Lisbon.

The business proposals received will be printed in booklet form and advertised during the fair. The Embassy will notify all firms whose proposals interested Portuguese firms.

The business proposal should include what product or service the firm wishes to buy or sell; whether the firm wants to export directly or appoint an agent; whether the firm wants to import or act as an agent; whether the firm wants a direct investment or joint venture or licensing arrangement; and what type of company is best qualified to transact the firm's business.

Packages of proposals should be marked internally "For use in Trade Information Booth."

Approximately 250,000 visitors and 50,000 buyers are expected to attend the Fair.

Around 1,500 exhibitors are scheduled to take part. Exhibit categories include agricultural equipment, foodstuffs and beverages, furniture, household electrical appliances, handicraft, office equipment, medical supplies, clothing, construction materials and sanitary appliances.

Tokyo show reports $60,000 during first three days

Over 2,000 visitors and $60,000 in sales were reported during the first 3 days of the Industrial Instruments and Laboratory Apparatus show held April 2-26 at the Tokyo Trade Center.

Observers consider the activity to be oustanding, since sales in this product line normally take 6 to 8 months to be confirmed.

U. S. Government Actions

Eximbank helps private Indian steel firm expand

The Export-Import Bank has authorized a $3.9 million loan in favor of the private Bharat Forge Company, Limited of Poona, India, to acquire U.S. machinery, equipment, materials and related services to help establish a forging and crankshaft plant at Poona. Total cost of the project is set at $9.4 million.

The Steel Improvement and Forge Company (SIFCO) of Cleveland will be technical advisors to Bharat and also will assist in arrangements for purchases of materials and equipment in the U.S. A part of the responsibility of SIFCO will be to supply technicians to guide the construction and start-up of the new forging plant, and to train Indian technicians in India and the U.S.

Purchases from the U.S. will include forge equipment, saw and shear machinery, heating and finishing equipment, and materials handling, maintenance and inspection items. A sizeable order of finished dies also will be procured.

AID loan helps Sudan buy U.S. goods and services

A $3.8 million Agency for International Development loan to the Republic of Sudan will help finance the construction of a waste collection and disposal system needed in the growing industrial city of Khartoum North. The AID loan will cover the purchase of U.S. goods and services, comprising the total foreign exchange costs of the project.

Khartoum North has no public sewer system and the existing industries are disposing of waste in open ditches. The system to be built will consist of about 18 miles of collection sewers, lift stations, pumping and booster stations, more than 4 miles of force mains and a complete treatment and disposal plant with a capacity of 6 million gallons a day.

Funds provided by the loan will be used solely for the purchase of goods and services of U.S. source and origin. Local currency costs of the project, estimated at the equivalent of $1,674,000, will be financed by the Government of the Sudan.

Bokaro report

A copy of the full 7-volume report on the proposed steel mill at Bokaro, India, prepared for AID by U.S. Steel, is available for inspection in the AID news office, Room 4893, Dept. of State, Washington 25, D.C.

Public hearing to study proposed tariff changes

Tariff Commission hearing starts May 13; interested parties can appear in person or mail views

The U.S. Tariff Commission has scheduled a public hearing beginning May 13 on proposed changes to the U.S. Tariff Schedules.

Lists of affected commodities and copies of their tariff schedules can be inspected at the offices of the Tariff Commission in Washington and New York, at U.S. Customhouses, Dept. of Commerce Field Offices and at most large libraries in the U.S.

The hearing will begin at 10 a.m. in the Hearing Room of the Tariff Commission Building, 8th and "E" Sts., NW., Washington, D.C.

Requests to appear at the hearing must be filed in writing with the Secretary of the Commission, and must include:

❶ the name, address, telephone number, and organization of the person filing the request, and the name of any witness who will testify;

❷ the particular provision on which testimony will be presented.

Parties who have properly entered an appearance by May 8, 1963, will be notified individually of the date on which they are scheduled to appear and the time allotted for their testimony.

Information and views may also be submitted in writing. Nineteen (19) copies of written statements must be submitted. Such statements must be submitted not later than May 17, 1963.

Whisky imports found not harmful to U.S. industry

The Tariff Commission has published its report to the President on an investigation of whisky (except Irish, Irish type, Scotch, and Scotch type) imports classifiable under paragraph 802 of the Tariff Act of 1930, as modified, and subject to duty at $1.25 per proof gallon.

The Commission found unanimously that the whisky covered by the investigation is not, as a result in major part of concessions granted under trade agreements, being imported into the U.S. in such increased quantities as to cause or threaten serious injury to domestic industry.

Copies of the Commission's report are available upon request as long as the limited supply lasts. Address requests to the Secretary, U.S. Tariff Commission, 8th and "E" Streets, NW., Washington 25, D.C.

Pakistan to buy 3 Sikorsky helicopters with U.S. loan

The Export-Import Bank has loaned Pakistan International Airlines (PIA) $3.4 million for the purchase of helicopters built in the United States.

PIA will acquire 3 Model S61N turbine helicopters plus spare engines, spare parts, tools and related communications equipment from the Sikorsky Aircraft Division of United Aircraft International. The aircraft are powered by twin General Electric turbines, carry 25 passengers and are amphibious.

PIA plans to place them in service in East Pakistan primarily for use by Government administrators and business executives. Their use is intended to help overcome serious travel difficulties imposed by terrain and the limitations of present modes of travel in the area. PIA is almost totally government-owned.

The Eximbank credit represents 80% of the contract price of the helicopters, with PIA making a cash payment of 20%.

Viet-Nam buys $9.2 million worth of wheat and cotton

The U.S. Department of Agriculture has announced an amended Food for Peace agreement with Viet-Nam, to finance sale of $9.2 million worth (including certain ocean transportation costs) of wheat (or wheat flour) and cotton.

Foreign Government Actions

Indonesia spurs entry of essentials

The Indonesian Trade Department's Import Directorate has authorized—from March 1—the importation without a license of approval of Group 1 goods financed with special exchange permits known as SIVA's.

This general dispensation, intended as a slight incentive to increased and more rapid importation of essential goods, applies to all Group I goods except those reserved exclusively for importation by state trading companies (i.e., 16 kinds of commodities including cotton, weaving yarn and thread, newsprint, rice and fertilizers).

Items

Goods in Group I not reserved for the trading companies include various other essential food and raw materials, rolling stock and fixed materials for railways and tramways, certain kinds of trucks and passenger cars in knocked-down condition (trucks with loading capacity of more than 1 ton and passenger cars for 15 persons or more), specialized types of electrical machinery and apparatus, aircraft engines, propelling engines and parts for locomotives and other railway and tramway rolling stock, and various kinds of pumps. These may now be imported without a special license if financed under the SIVA system.

SIVA's were selling for 1350 rupiah per U.S. dollar on March 21. Details of Indonesia's latest overhaul of import classifications and hiking of surcharges were given in INTERNATIONAL COMMERCE, Dec. 24, 1962, p. 9.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations for all countries in the world, is available from the Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C., or as indicated in individual stories.

Latest Nigerian duties announced in 'Gazette'

Nigeria recently announced customs tariff amendments—some involving big hikes or cuts, though not likely to seriously affect over-all U. S. exports—the U.S. Embassy in Lagos reports.

Effective April 2 (*Official Gazette Extraordinary*, No. 21), the specific duty on imported shoes rose to 3s 6d. (49¢) per pair or 33-1/3% ad valorem, whichever is higher; on biscuits from 33-1/3 to 50% ad valorem, and on canned meats and poultry from 25 to 50% ad valorem. The duty was reduced on unbleached grey baft (for use in making printed fabric) from 1s. (14¢) to 1.8d. (2¢), and the rate for unassembled buses and coaches fell from 25 to 5% ad valorem.

The amendments also exempt from duty manganese and silicon ferroalloys, crude fluorspar, and goods imported by, or for the use of, the Church World Service. In addition, large-diameter tires and tubes are no longer admitted free unless intended for use on earth-movers or graders.

Mexico extends Quintana free zone another year

The Mexican free perimeters in the territory of Quintana Roo (Chetumal, Cozumel, Xcalak and Isla Mujeres) were extended for another year to Jan. 31, 1964 by Presidential decree effective Feb. 1, 1963 (published in *Diario Oficial*, Apr. 1, 1963).

This decree established duties on many commodities imported into the free perimeters of the Territory, and authorized the Treasury to undertake, within a 3-month period, a survey leading to the extension of the territorial limits of the zones of Chetumal and Cozumel.

Dutiable

Dutiable items are:

Wines, liquors; cigarettes, cigars; perfumes; fabrics; jewelry of all kinds; garments except of cotton; arms and munitions; automatic pencils; fountain pens and parts; glassware and crystal; chinaware, porcelain, ornamental figures of any type; items made from tortoise, horn, ivory, bone or whalebone; radios, television sets, phonographs, tape recorders, vacuum cleaners and other types of suction-cleaning devices; electric refrigerators, mixers and vaporizers, photographic apparatus and all types of accessories except repair parts and film-loaders; watches and clocks of all types; gambling devices; wind-up toys and dolls; cigarette lighters of all types; and any other commodities on which the Ministry of the Treasury deems it necessary to levy duties.

Germany extends quotas for fruits and vegetables

The Federal Republic of Germany has extended until May 15, 1963, the deadline for customs clearance of products listed below under Nos. 1-6. Prolongation of validity for import licenses already issued may be granted on request.

Further applications for import licenses for the products listed under Nos. 2, 4, and 6 may be submitted until exhaustion of the undisclosed value limit but not later than May 10, 1963; and for the goods under No. 7, not later than April 18, 1963.

1. Canned apricots, figs, and pears from all countries.
2. Preparations of wax beans (canned) from the United States, Canada, and Israel.
3. Canned green string beans from various countries, including the United States.
4. Canned green peas from various countries, including the United States.
5. Canned plums from the United States and Canada.
6. Canned asparagus spears and tips from the United States, Canada, and Australia.
7. Canned green string beans from various countries, including the U.S.

Colombia streamlines import documentation

Paperwork attached to imports from the United States valued at less than $500 has been reduced under Resolution 10 (effective Feb. 28, 1963) of the Bank of the Republic of Colombia, the U.S. Embassy in Bogota reports.

No longer required are: the copy of the "Sales Report," the certificate of origin, and the supplier certificate form AID-18-24 (8-60).

17 PROJECTS ANNOUNCED

European companies look for capital, technical assistance from U.S. firms

Logging and sawmill operation, cafeteria, textiles, plastics, valves, heavy and light industry equipment, electrical motors; machine tool, electrical measuring instruments plants for sale

Various industrial operations in 10 European countries require technical know-how and capital. In addition, two manufacturers want to sell their plants which produce machine tools or electrical measuring instruments.

One Spanish organization plans a lumber operation and a firm in Sicily is interested in a cafeteria project.

Manufacturing activities range from chemical products, knit goods, plastic items, valves or valve actuators to equipment for heavy industry, refrigeration and air conditioning, construction, general industry and electrical lines.

Cafeterias

Sicily. A firm that processes and distributes foodstuffs seeks participation by a U.S. firm willing either to lease cafeteria equipment on a cash basis—steam tables, racks and other items—or contribute this equipment in exchange for a share of profits and management participation.

It also seeks technical assistance and operating know-how from the participating firm. Write to Angelo Dagnino & Son, Via Bottai 9-40, Palermo.

Chemicals

Spain. Insecticide manufacturer seeks license to make cleaning and protective chemical products and insecticides, dips and other disinfectants for farm animals and plants. CEIFA, S.A., Calle Caspe, 26, Barcelona 10.

Construction, industrial equipment

Germany. Manufacturer of portable woodworking machines seeks license to make small machinery or apparatus for wood, plastic or metalworking. Herman Roemer GmbH & Co., 7707 Engen/Hegau.

Manufacturer of special tools, machine tools and attachments is interested in selling plant and business. The modern factory is offered for sale because of owner's age and lack of successor. Mr. Georg Ganss, George Ganss K.G., 4 Ernst Mey-Strasse, Stuttgart-Leinfelden.

Manufacturer of rod-pointing and thread-cutting machines seeks license to produce trailer couplings and material-handling equipment such as forklift trucks. Friedrich Kartenberg K.G., Postfach 7, 10 Brueggerfelderstr. 582 Gevelsberg/W.

Sweden. License sought for the production of roadbuilding and construction machinery such as dump trucks, graders, shovels, loaders and related equipment by manufacturer of excavators. AB Eksjoverken, Eksjo.

Electrical equipment

Belgium. License sought for the manufacture of small electric motors, electrical material-handling equipment, lamps and other automotive parts, and electronic-recording counters to count small, stamped or pressed pieces. Etab. Georges Ranson, 60 Ave. Albert Giraud, Brussels.

Germany. A small manufacturer of electrical-measuring instruments desires either to sell its business for about $120,000 or enter into a joint venture with a partner willing to assume active direction of the company. Mr. Anton Ottersbach, Hamburg-Niendorf, Niendorfer Gehege 30.

Heavy industrial equipment

Scotland. License sought to produce items in the field of specialized application of hydraulics by manufacturer of ships' steering gear. Can handle items weighing up to 50 tons a unit. John Hastie & Co., Ltd., Kilblain Engine Works, Greenock.

Sweden. Machinery and hardware manufacturer seeks license to make iron and steel castings and miscellaneous hardware items. Foundry is equipped to make machine-molded castings in weights ranging from 20 to 160 lb. and hand-molded castings up to 2.5 tons. AB Nafveqvarns Bruk, Navekvarn.

Knit goods

Spain. Manufacturer of unit goods seeks license to make knited goods such as men's, women's and children's knitted clothing and underwear. Industria Textil Ribbar, S.A., Sicilia 208, Barcelona.

Lumber operation

Spain. Capital is sought to set up a logging operation in Rio Muni (Spanish Guinea), transport logs to a Spanish port on the Iberian Peninsula and establish a sawmill to process the logs.

Total proposed budget for this project is about $445,000. U.S. investors would participate in the profits realized from the management of the operation. A detailed study on the economic feasibility of this project may be obtained from Edilberto Sanchez Pantoja, Via Lustiania 6, 1° Izq., Madrid.

Plastics

Netherlands. License sought to manufacture products of highest precision made of methylmethacrylate or other plastic materials. Handels en Industriele Onderneming Justin-Heygele-Stella N.V., Fort Willemweg 15, Maastricht.

Service industry machinery

England. Manufacturer of heat-treatment furnaces, generators and air-conditioning equipment seeks license to produce large refrigerating or air-conditioning equipment. AEI-Birlec, Ltd., Tyburn Rd., Erdington, Birmingham 24.

France. License sought for the production of equipment for kitchens, snack bars and self-service restaurants by manufacturer of equipment for hotels, hospitals and restaurants. Office Francais d'Expansion Economique, 10 rue Vauverargues, Paris 18.

Valves, valve actuator

England. License wanted for the production of pneumatic valve actuator or range of actuators for industrial and marine use. The actuator should be self-sustaining on air failure, be specifically designed for valve use, have controlled torque in both directions and valve-position indication. Compactness is also a desirable feature. Louis T. Bates, El Morada, Copthall Close, Chafont-St. Peter, Buckinghamshire.

Netherlands. Manufacturer seeks license to manufacture fine mechanical, engineering, hydraulic or pneumatic valves and devices. W. C. 't Hart & Zn., Adrianalaan 380, Rotterdam.

New Turkish cement-plant venture calls for aid

A new cement plant with an annual capacity of 500,000 tons is planned by the Cement Industry Corporation of Turkey (Turkiye Cimento Sanayii) a Turkish state enterprise.

The new plant will be established near Izmir or Mersin and will cost about $8 million.

The corporation would prefer a 50-50 arrangement with the U.S. partner supplying $4 million, primarily in the form of machinery.

Plants belonging to the corporation already account for about half of Turkey's cement production. (The organization and activities of this state corporation are described in "Individual Reports of State Economic Enterprises in Turkey," vol. 1, Ankara, 1961).

Write to Cavit Borcbakan, General Director, Turkiye Cimento Sanayii, Ataturk Bulvari, Kavaklidere-Ankara, Turkey.

India invites 25 bids on electric measuring equipment

The Government of India is inviting bids under 25 separate tenders for electric measuring and testing equipment for the Atomic Energy Establishment Trombay. These include, but are not limited to the following: microwave antenna, edge effect meter, recording galvanometer, potentiometer, glass dosimeters, insulation tester, meter calibrator, voltmeter, signal generators and other instruments and components.

Bid tender numbers cover AEE/P/PHY/8241 to AEE/P/PHY/8248 and AEE/P/PHY/8270 through AEE/P/PHY/8286. Bid deadlines range up to May 20. Each tender bid is an independent bid for a specific item and should therefore be quoted separately and individually. Tender forms, including specifications of requirements, can be obtained from the Atomic Energy Establishment Trombay (Purchase Division), Government of India, Mohatta Building, Palton Road, Bombay 1. Copies of the tenders are also available on loan to firms located in the U.S. from the Scientific, Photographic and Business Equipment Division, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C. (Telephone: WOrth 7-2312)

Gibraltar firm wants to rent its cold storage facilities

James Molinary Ltd., a Gibraltar company, is looking for firms interested in using their cold storage establishment.

The plant can store up to 500 tons of frozen food. They also have a freezing plant capable of freezing approximately 20 tons a day. The firm is prepared to handle all details, and will take care of customs clearance, transport to the cold storage plant, and preparation for shipment. The firm is located in the Gibraltar free port and there is no tax or duty on foodstuffs.

A WTD report dated April 10, 1963 is available from the Department's Commercial Intelligence Division.

For further information contact James Molinary Ltd., 40 Irish Town, Gibraltar.

Australia asks bids on 7-lane, $1 million bridge in Sydney

The Department of Main Roads, New South Wales, Australia invites bids for the construction of a 750 foot, 7 lane prestressed concrete bridge having a 300 foot arch over Tarban Creek between Huntley's Point and Hunter's Hill in Sydney. The estimated value of this construction is over $1 million.

The tender documents, containing the conditions for bidding, specifications and drawings may be purchased from the Department of Main Roads, 309 Castelreagh Street, Sydney, N.S.W., Australia, for £A30 (U.S. $87.75) with full size drawings or £A10 (U.S. $22.50) for reduced size drawings.

Closing date for bids is 2:15 p.m., Sydney time, June 18, 1963.

A copy of the tender documents may be reviewed in the office of the Building Materials and Construction Industries Division, BDSA, Room 4002, U.S. Department of Commerce, Washington 25, D.C.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ **indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington 25, D.C., Room 4319, Telephone WO 7-4675.**

● **indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.**

★★ **indicate opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, BDSA, Department of Commerce. NCIA following indicates no commercial information available. If copies of the interview report from which these opportunities were developed are desired, please indicate I.R. number in request.**

WTD **indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.**

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated.

091 Fisheries

AUSTRALIA—Sponges. nos. one and two Florida grass unbleached sponges, number two Florida yellow unbleached sponges, small bleached sponges suitable for cosmetic uses; requests small samples air express for which they will pay. S.S. Stone, Pty., Ltd., (importer), 32 Birriga Rd., Bellevue Hill, Sydney.

102 Copper Ores

■ **KOREA**—Copper ore concentrated, about 223 mt. PA#489-901-356-3202. Limited worldwide (901). Quotation deadline May 14. Tai Han Electric Wire Co., Ltd., #133, 2-Ka, Namdaimoon-ro. Choong-Ku, Seoul. Ref. no. FFO-SAI-3-281. Copy of offers to be sent to Bank of Korea, air mail Seoul. Attn: AID section, and to the Director, US Aid, Seoul, c/o American Embassy, Seoul.

200 Food

SAUDI ARABIA—Foodstuffs: canned and packaged vegetables, fruits, juices, grains, flour, cooking oils, Abdulla M. al Khafrah & Sons, (importer, retailer, wholesaler, commission agent), P.O. box 273, Dammam. WTD 3/11/63.

201 Meat Products

GIBRALTAR—Pure refined lard. Candeas & Co., (importer, wholesaler), 52 City Mill Lane, P.O. box 215, Gibraltar. WTD 8/-22/61.

ITALY—Meat extract for the manufacture of bouillon cubes. Star, S.p.A., (manufacturer), Via Mattecotti 62, Agata Brianza (Milano). WTD 1/18/63.

203 Canning, Preserving Foods

BELGIUM—Dried beans and white beans. Conserves Alimentaires Culina, s.a., (manufacturer), Thorembais.

ENGLAND—Dehydrated vegetables. Direct purchase and agency. MacLeod, Ross & Co., Ltd., (importer), 11 Eastcheap, London' EC.3. WTD 2/20/63.

Quick frozen food products: fish, fruit

and vegetables such as peas, beans, french-fried potatoes. Direct purchase and agency. Eastern Frozen Foods, Ltd., (wholesaler), The Quay, Wivenhoe, Colchester, Essex.

LIBYA—Canned fruits, juices, soups, vegetables; requests quotations c.i.f. Benghazi. Muftah el-Mehdui, (importing distributor), P.O. box 346, Benghazi. WTD 3/7/63.

SWEDEN—Peanut butter. Fabriksaktiebolaget Victoria, (manufacturer, wholesaler), box 11043, Halsingborg.

204 Grain Mill Products

LIBYA—Flour and rice in sacks; requests quotations c.i.f. Benghazi. Muftah el-Mehdui, (importing distributor), P.O. box 346, Benghazi. WTD 3/7/63.

SOUTH AFRICA—Rice, parboiled and white; interested in representing producers. Direct purchase and agency. M. S. Kajee & Sons, (Pty.), Ltd., (wholesaler, importing distributor), P.O. box 57, Stanger, Natal. WTD 3/8/63.

205 Bakery Products

MALAYA—Cookies and cakes in cans or tins. M. S. Ally & Co., (Penang), Ltd., (importer, exporter, wholesaler, retailer, sales agent), 4 Beach St., Penang. WTD 2/28/63.

207 Confectionery

NORWAY—Confectionery, except chocolate, with sole sales rights for Norway. J. Gallebergs Eft. A/S, (importing distributor), 228 Stromsveien, Alnabru, Oslo. WTD 3/20/63.

209 Food Preparations

AUSTRALIA—Soya bean oil, sunflower oil, peanut oil. B. Jakovich, (importer), 49 Paget St., Hilton Park. WTD 4/3/63.

■ **PAKISTAN**—Extra fancy bee tallow, 43/2/3, 1% M.I.U. $9,408. Loan No. 53. U.S. Source. Bid deadline May 14. M/S Sheikh Oil & General Mills, Near Sarai Beli Ram, Rawal-Pindi City, Cable: Same address.

220 Textile Mill Products

ECUADOR—Fabrics of cotton, wool, nylon, synthetic fiber, silk; printed; curtain and upholstery materials; overcoat and jacket materials; plastic coated fabrics; requests samples, swatches or catalogs. Elias K. Nader, Almacen El Oriente S.A., (importer, wholesaler, retailer), P.O. box 2509, Quito. WTD 3/13/63.

FRANCE—Fabrics, especially imitation fur. Direct purchase and agency. Societe Agecom, (importer, dealer), 12 rue Dupetit Thouars, Paris 3e. WTD 3/22/63.

SAUDI ARABIA—Automobile upholstery. Muhammad Bin 'Ubayd al-Gitmi, (importer, wholesaler and retailer), Bab Mecca, Jidda. WTD 3/12/63.

221 Broad Woven Fabric Mills, Cotton

● **BURMA**—Fabrics, cotton, dyed poplin and muslin, various constructions and specifications, 30 and 40 yard lengths, approximate value Kyats 10,022,000 (1 Kyat equals US$0.21). Bid deadline May 10. The General Manager, Joint Venture Corporation Ltd. No. (10), No. 24 Phongyi Street, Rangoon.* (Telephone WOrth 2-4294)

● Cotton sheeting, dyed and printed, mercerized and ordinary, various constructions, width 36 inches, length 40 yards, quantity 12 million yards. Bid deadline May 18. The Managing Director, Joint Venture Corporation Ltd. No. (8), 143/149 Sule Pagoda Road, Rangoon.* (Telephone WOrth 2-4294)

● **BURMA**—Shirting, various constructions, value, Kyats 310,000 (1 Kyat=$0.21). Also lawn, various constructions, value Kyats 188,000. Bid deadline May 30.

● Cambric, various constructions, value Kyats 630,000 (1 Kyat=$0.21). Also satin and sateens, printed, mercerized and everglazed, various constructions, value Kyats 1,217,000. Bid deadline May 22.

● Poplin, various constructions, approximate value Kyats 375,000. Twill, various constructions, approximate value, Kyats 100,000, bid deadline June 10. Also fabrics, mixed and/or blended, n.e.s., any constructions, approximate value Kyats 475,000, bid deadline, June 22.

The General Manager, Joint Venture Corp., Ltd., No. (10), 24 Phongyi St., Rangoon.★ (WO 2-4294)

● White sheeting, length 40 yards, width 36 inches, various constructions, packing 30 pieces x 40 yards=1,200 yds. per bale, quantity 14,800,000 yds. Bid deadline May 13. The Chairman, Civil Stores Committee No. 2, No. 77/91, Sule Pagoda Rd., Rangoon.★ (WO 2-4294)

● Lawn (approximate CIF) value Kyats 937,000; velveteen, value Kyats 599,000; flannel, value Kyats 1,841,000; flannelette, value Kyats 99,000; jean, value Kyats 430,000. Bid deadline May 15. Bed ticking, value Kyats 188,200; canvas or duck, value Kyats 77,000; broadcloth, value Kyats 99,000; fabric of cotton, N.E.S., value Kyats 199,000. Bid deadline May 30. Rugs and coverlets, value Kyats 149,000; carpets and carpeting, value Kyats 41,000; fabric, woolen and worsted, value Kyats 398,000. Bid deadline June 12. The Manager, Joint Venture Corp., Ltd., No. (5), No. 11/17 Bogalay Bazaar St., Rangoon.★ (WO 2-4294)

222 Broad Woven Fabric Mills, Manmade Fiber and Silk

● **BURMA**—Fabrics, man-made fiber, Georgette, Shantung and unspecified, approximate value Kyats 278,000 (1 Kyat equals US$0.21). Bid deadline May 9, 1963. Also fabrics, cotton, Voile and Haircord, approximate value Kyats 1,800,000. Bid deadline May 13. The Managing Director, Joint Venture Corporation Ltd. No. (4), 11/12 Overseas Chinese Bank Building, 1/7, Latter Street, Rangoon.* (Telephone WOrth 2-4294)

227 Floor Covering Mills, Products

NETHERLANDS—Flat surface cotton carpeting. N. V. Rubatex, (manufacturer), 's-Gravenlandseweg D19, Weesp.

All kinds of yarns for the textile industry. Direct purchase and agency. De Hanse Wol Maatschappij N. V. (sales agent), 86 Apollolaan, Amsterdam. WTD 3/21/63.

228 Yarn and Thread Mills

● **BURMA**—Yarn, rayon, denier 120A and 150A, 20 bundles of 10 pounds each per case of 200 pounds, quantity 2,000 cases. Bid deadline May 13. The Chairman, Civil Store Committee No. 2, No. 77/91, Sule Pagoda Road, Rangoon.* (Telephone WOrth 2-4294)

MOROCCO—Cotton thread, in conical spools of 5,000 to 10,000 linear meters, three-strand stitching thread, metric numbers 40, 50, 60 (one kilo of cotton thread having a metric number of 40 contains 40,000 linear meters of thread), two-strand overcasting thread, metric numbers 100 and 120; nylon thread for stitching synthetic fiber and nylon trousers and shirts. Societe Industrielle de Confection Marocaine, (manufacturer, wholesaler, exporter), 122 rue du Chevalier Bayard, Casablanca. WTD 1/16/63.

229 Textile Goods

ITALY—Leather-like waterproof plastic cloth for raincoats and jackets; requests samples, illustrated catalogs, price lists. Antonino Patti, (importer, wholesaler), 39 Via del Vespro, Messina. WTD 3/15/63.

■ **KOREA**—Scoured wool, combing type, 58's, about 13,000 lbs., up; 58's, 60's and/or 60's-64's and/or 64's, max. about 13,000 lbs., CIF and/or C&F Pusan. F.O.B. price, U.S. flag vessel. PA no. 489-1801-898-356-3007. Limited worldwide (898). Quotation deadline May 16. Chon Ju Spinning Company, 87, Ta-dong, Chung-Ku, Seoul. Ref. no. FFO-SAI-3-288. Copies of all offers made should be sent air mail, to the Bank of Korea, Seoul, Attn: AID section, and to the Director, US AID, Seoul, c/o American Embassy, Seoul.

■ Clothing type, scoured wool, 58's average length 2-3", 10,000 lbs; 60's, 2-3", 3,000 lbs; 60's/64's, 2-3-3", 2,000 lbs; 58's average length 2½-5", 7,500 lbs.; 60's, 2½-5", 7,500. C&F or CIF Pusan, U.S. flag. PA# 489-1801-898-356-3007. Limited worldwide (898). Quotation deadline May 13. Tae Kwang Industrial Co., Ltd., #361, Mun Hyon-Dong, Pusan, Jin Kum. Ref. no. FFO-SAI-3-275. Copy of offer to be sent air mail to the Bank of Korea, Seoul, Attn: AID section, and to the Director, US AID, Seoul, c/o American Embassy, Seoul.

■ Combing type scoured fleece wool, 60's, 2½"/5", 4,000 lbs.; 58's & 56's, 2½"/5", 9,000 lbs. Freight C&F Pusan, U.S. flag vessel. PA#489-1801-898-356-3007. Limited worldwide (898). Quotation deadline May 13. Dong Kwang Enterprise Co., Ltd., P.O. box 1191, 103-1, 2-ka, Taepyong-Ro, Chung-Ku, Seoul. FFO-SAI-3-274. Copy of offer to be sent air mail to the Bank of Korea, Seoul, Attn: AID section, and to the Director, US AID, Seoul, c/o American Embassy, Seoul.

■ Scoured clothing type wool 2"-3", 58, 56, 50's 4-/44's, 2½-5", 58's 56 and 50's; 20,000 lbs. each; same in 64 lengths, 2"-3", 2½"x 5", about 20,000 lbs. C&F Pusan, U.S. flag vessel. Indicate cost and freight separately. PA#489 - 1801 - 898 - 356 - 3007. Limited worldwide (898). Quotation deadline May 16. Korea Silk Spinning Co., 565, Shindaebang - dong, Yungdungpo - Ku, Seoul. Ref. no. FFO-SAI-3-289. Copy of offer to be sent to Bank of Korea, air mail, c/o AID Section, and to the Director US/AID, Seoul, c/o American Embassy.

234 Women's, Misses', Children's, Infants' Undergarments

FRANCE—Brassieres; correspondence preferred in French. Direct purchase and agency. Josalex, (manufacturer and dealer), 35 rue Etienne Marcel, Paris 2e. WTD 3/29/63.

240 Lumber, Wood Products, Except Furniture

ITALY—Douglas fir, lumber and logs; 1,000,000 board feet annually. Otto Sachs, importer, wholesaler, exporter), Via Fabio Severo, 11, P.O. box 299, Trieste. WTD 3/15/63.

242 Sawmills, Planing Mills Products

ITALY—Lumber, particularly Douglas fir, hemlock, pitch pine; 1,500 cm. (636,000 board ft.) annually; requests replies from lumber companies only. Fratelli Romanelli S.A.S., (importer, wholesaler), Via Milazzo 14, P.O. box 39, Udine. WTD 3/13/63.

261 Pulp Mills

■ **KOREA**—Semibleached sulphate kraft pulp; semi-bleached, same; also unbleached, all prime grade, pure soft wood 90/100 air dry basis. $350,000. C&F or CIF Pusan Inchon, U.S. flag vessel. PA#489-901-356-3202. Limited worldwide (901).

Quotation deadline May 13. Shinhung Paper Manufacturing Co., Ltd., 407 Kailbong Dong Yongdungo Ku, Seoul. Cable: SHINPAPER, Seoul. Copy of offer to be sent air mail to Bank of Korea, Seoul, Attn: AID Section, and to the Director, US/AID, Seoul, c/o American Embassy.

264 Converted Paper, Paperboard Products

AUSTRALIA—All occasion and Christmas gift wrappings, in plain white packs, each holding 12 sheets folded to approximately 10"x10" from a 30" by 20" sheet; would consider alternative sizes and paper in flat reams of 480 sheets to be folded in the U.S.; samples required in Adelaide by June or July; all prices to be f.o.b. U.S. port, with cost of packing and estimated freight for the equivalent of approximately 100 reams to be stated. J. P. Marcus, Ltd., (importer), 16 Charles St., Adelaide. WTD 2/27/63.

280 Chemicals

BRAZIL—Sodium acetate, citric acid, boric acid, (powder and granulated), chromic acid, formic acid, phosphoric acid (85%-syrup), lactic acid (90%), oxalic acid, tartaric acid, hydrogen peroxide (130 volumes), turpentine oil (in drums), chromium alum, gallic acid (purity 99-100%), white lead, maleic anhydride, cadmium anodes, nickel anodes, arsonate of lead, arsenic (powder), soda ash (Barilla), sodium benzoate, gilsonite, synthetic yarn, ammonium bicarbonate, sodium bicarbonate, ammonium bichromate, potassium bichromate, sodium bichromate, sodium bisulfite, borax (granulate), potassium bromide, sodium bromide, carbon black, potassium carbonate 98%, activated carbon, carbonate of barium, carbonate of copper, potassium carbonate (99-100%), copper cyanide, potassium cyanide, zinc cyanide, and a large variety of various chemical products. Fenil Quimica Ltda., (manufacturer, importer, and agent), Rua Santa Tereza 28, 12° andar, Caixa Postal 12795, Sao Paulo.

ISRAEL—Agricultural chemicals. Exclusive direct purchase and agency. Milchan Bros., Ltd., (manufacturer's representative), 51 Mercaz Mishari St., Tel Aviv. WTD 3/15/63.

281 Industrial Chemicals

ITALY—Glutamate for the manufacture of bouillon cubes. Star, S.p.A., (manufacturer), Via Matteotti 62, Agrata Brianza (Milano). WTD 1/18/63.

■ **KOREA**—Caustic soda, 500 mt. C&F or CIF Pusan, U.S. flag vessel. PA#489-901-356-3202. Limited worldwide (901). Quotation deadline May 13. Oh Yang Kongsa Co., Ltd., rm. 506 Bando Bldg., I.P.O. box 1605, Seoul. FFO-SAI-3-276. Copies of all offers to be sent to The Bank of Korea, Seoul, air mail, Attn: AID Section, and to the Director, US AID/Seoul, c/o American Embassy, Seoul.

■ Caustic soda, solid 98% up, approx. 100 mt. C&F and/or CIF Pusan, U.S. flag. PA#489-901-356-3202. Limited worldwide (901). Quotation deadline May 14. Daehan Monosodium Glutamate Industrial Assn., 121-3, Da Dong, Choong-Ku, Seoul. Ref. no. FFO-SAI-3-279. Copies of all offers made to be sent air mail, to the Bank of Korea, Seoul, Attn: AID Section, and to the Director, US/AID Seoul, c/o American Embassy, Seoul.

MOROCCO—Reagent chemicals and dyes for laboratory use; requests replies from manufacturers only. Correspondence preferred in French. Cooperation Pharmaceutique Francaise, (importer, wholesaler, agent), 44, rue Mohamed Diouri, Casablanca. WTD 2/12/63.

NORWAY—Nickel sulfates and chlorides. Direct purchase and agency. Tollef Bredal A/S, (manufacturer's agent, importing wholesaler), 8 Wesselsgate, Oslo. WTD 1/24/63.

■ **PAKISTAN**—Large assortment orange, yellow, red, blue, grey, violet, color pigments and dyes. Loan no. 53. U.S. source. Bid deadline May 12. Valika Woollen Mills Co., Ltd., Mangopir Rd., Karachi 16, S/A no. RMO41588.★

282 Synthetic Fibers

CHILE—Material for the production of plastics. Direct purchase and agency. Kramer, Pfenninger S.A.C., (importer, sales agent), 1447 Moneda, Casilla 2827, Santiago. WTD 3/22/63.

FRANCE—Synthetic resins. Direct purchase and agency. Onfroy, (importer, dealer, manufacturer), 35 rue Lucien Sampaix, Paris 10e. WTD 3/26/63.

Polytetrafluorethylene, also plastics materials newly-developed. Appareils Gachot, (manufacturer), 179 Avenue de la Division Leclerc, Enghien (S. & O.).

■ **KOREA**—Staple fibre, raw white, 1½ denier, 38 mm., dull, approx. 244,500 lbs., C&F and/or CIF by U.S. flag vessel. PA#489-901-356-3202. Limited worldwide (901). Quotation deadline May 14. Young Koo Kim, Punghan Industrial Co., Ltd., 18-2, 2-ka, Eulchi-ro, Choong-ku, Seoul. Copy of offer to be sent air mail, to the Bank of Korea, Seoul, Attn: AID Section, and to the Director, US AID, Seoul, c/o American Embassy, Seoul.

NORWAY—PVC foils for automobile upholstery. Carl Heffermehl Jr., A/S, (importing wholesaler), 5 Akersgaten, Oslo. WTD 11/2/62.

Resins for the paint industry such as epoxy, acrylic, styrene, fluoro-carbon, melamine, polyester. Gustaf Aspelin, (importing distributor), Ostre Akervei, Oslo.

282 Synthetic Materials

■ **TURKEY** — Synthetic rubber, Shell equivalent 1712; $5,350. IL#001597. PA #277-891-901-356-3232. Limited worldwide (901). Quotation deadline May 23. Sukru Dogan Hudavendigar Cad. 23 Sirkeci, Istanbul. Cable: FULDALAR, Istanbul.

■ Primary plasticizer, for use in production of P.V.C. compounds and pastes. Mixture 90% DOP. Packed in steel drums of 200 kg., $8,500, cost & freight Istanbul. IL#1/422. PA#277-390-901-356-3214. Limited worldwide (901). Quotation deadline May 23. Kavel Kablo ve Elektrik Malz., Ltd., sti. Cayirbasi sokak 1, Istinye-Istanbul.

■ Cellulose triacetate, $16,720. IL#79482-79483. PA#277-390-901-356-3223. Limited worldwide (901). Quotation deadline May 21. Pakis Muessesesi Davit Ruso. Lulecihendek Cad. 125, Galata/Istanbul.

■ Cellulose acetate butyrate, $20,000. IL# 79481-79484. PA#277 - 390 - 901 - 356 - 3223. Limited worldwide (901). Quotation deadline May 21. Pakis Muessesesi Davit Ruso, Lulecihendek Cad. 125, Galata/Istanbul.

■ Polyethylene, low density, 20,000 kgs. PA No. 277-390-901-356-3223. Limited worldwide (901). Quotation deadline May 23. Tam Plastik Mison Misrahi, Riza Plasa Yokusu 16/18, Istanbul. Cable: TUPLASTIK, Istanbul. Import License 7.

■ Polyvinyl chloride compound, for electric cable insulation, amount $6,000; polyethylene for cable insulation, high density, with antioxidant, $2,000. Import License 51/79789. PA No. 277-390-901-356-3223. Limited worldwide (901). Quotation deadline May 23. Kablosan Kollektif Sirketi Karakin Dulgeroglu ve Ort., Istanbul Ferikoy Savas Sokak No. 18.

■ Polyethylene, high and low density, blow moulding grade and injection moulding grade, cellulose acetate; P.V.C. compound. FOB, C&F and CIF., $26,319. Import License 704. Plastik Sanayii Ve Ticaret, A. S., 926 Sokak No. 28, Izmir. PA No. 277-390-901-356-3223. Limited worldwide (901). Quotation deadline May 21.

■ High and low density, moulding and injection moulding grade polyethylene; Cellulose acetate; P.V.C. compound. F.O.B., C&F and C.I.F., $33,140. Import License 703/030398. PA No. 277-390-901-356-3223. Limited worldwide (901). Quotation deadline May 21. Sebat Plastik ve Bakalit Esya Imalati M. Cikurel, Guzleyurt, 926 Sokak No. 9, Izmir.

■ Low density polyethylene for film blowing, high clarity, good slip and anti-bloc characteristics, $22,432. IL#44-70442. PA #277-390-901-356-3223. Limited worldwide (901). Quotation deadline May 21. Ece Plastik Kollektif Sirketi, Bero Saatci ve Semoil Molho Sinay, Vasif Cinar Caddesi 91/2, Sultanhaman, Istanbul.

■ Synthetic rubber, neoprene and various grades. $5,000. PA#277-891-901-356-3232. Limited worldwide (901). Quotation deadline May 15. Sayben Kollektif Sirketi, Beyazit, Tiyatro Caddesi No. 17, Istanbul. Cable: SAYBENKOL; Quota FOB S/A no. 00194.

■ 60% centrifuged rubber latex. $5,005. FOB PA#277-891-901-356-3232. Limited worldwide (901). Quotation deadline May 15. Baby Lastik Fabrikasi M. Levi, Tahtakale Tomruk Sokak Tarhan Han no. 8, Istanbul. S/A no. 1585.

VENEZUELA—Raw materials for the rubber industry. Direct purchase and agency. Empresa Diamante, (sales agent), Edificio Caripe, Piedras a Barcenas (Apartado 2545), Caracas, D.F. WTD 2/28/63.

Materials for the plastic industry. Direct purchase and agency. Empresa Diamante, (sales agent), Edificio Caripe, Piedras a Barcenas (Apartado 2545), Caracas. WTD 2/28/63.

283 Drugs

● **CEYLON**—Medicinal chemicals: potassium citrate, 20,000 lbs. in 2 lb. units, 32,000 lbs. in 5 lbs. units; potassium bromide 5,000 lbs. in 1 lb. units; 10,000 lbs. in 5 lb. units; sodium salicylate 15,000 lbs., 1 lb. units, 15,000 lbs., 2 lb. units, 30,000 lbs., 5 lb. units, 60,000 lbs., 50 lb. kegs; sodium bicarbonate 1,500 cwts., 1 cwt. units; dextrose monohydrate 10,000 lbs., 1 lb. units, 10,000 lbs. 3 lb. units, 30,000 lbs., 2 lb. units. Tenders close July 2. Tender Board, Ministry of Health, P.O. box 500, Colombo.★ (WO 7-2239)

MALAYA—Cough mixtures, medicated plasters for backache, rheumatism, vitamin tablets, influenza tablets and indigestion pills; requests replies from manufacturers only. Wah Seng Trading Co., (importer, exporter, wholesaler, retailer, commission agent), 403 Chulia St., Penang. WTD 11/14/62.

MOROCCO—Ethical pharmaceutical drugs, pharmaceutical generics, narcotics, and antibiotics; requests replies from manufacturers only. Correspondence preferred in French. Cooperation Pharmaceutique Francaise, (importer, wholesaler, agent), 44, rue Mohamed Diouri, Casablanca. WTD 2/12/63.

284 Soap, Detergents, Cleaning Preparations

LIBYA—Soaps and detergents for household use; requests quotations c.i.f. Benghazi. Muftah el-Mehdui, (importing distributor), P.O. box 346, Benghazi. WTD 3/7/63.

SOUTH AFRICA—Lipstick in bulk suitable for molding; shipments of approx. five lbs. per shade in 10 popular selling shades. Ashley Miller, (Pty.), Ltd. (manufacturer), 151 Bree St., Cape Town.

285 Paints, Varnishes, Lacquers

SAUDI ARABIA—Paints and varnishes,

commercial and construction paints, thinners, varnishes, lacquers. Abdulla M. al Khafrah & Sons, (importer, retailer, wholesaler, commission agent), P.O. box 273, Dammam. WTD 3/11/63.

286 Gum and Wood Chemicals

● **NEW ZEALAND**—Tanning extract from plants, suitable for viscosity reduction of drilling mud, 60 tons; effective at temperature up to boiling point; dry screen analysis passing B.S. Sieve 25 95% minimum moisture content, 10% maximum. Packaging, stout waterproof bags. Tender S.M.Q. 9984, bid deadline May 22. Stores Manager, Ministry of Works, P.O. Box 8024, Wellington. Copies of specification available from the New Zealand Trade Commissioner, 1145 19th Street, N.W., Washington 6, D.C. (FE-8-8820).

NORWAY—Pine oil for the mining industry. Direct purchase and agency. Tollef Bredal A/S, (importing wholesaler), 8 Wesselsgate, Oslo. WTD 1/24/63.

299 Petroleum Products

■ **REPUBLIC OF CHINA**—Various motor oils, greases and lubricants. In van shipment. PA No. 484-6211-000-253-3211. U.S. source. Bid deadline May 20. Tai Fong Co., Ltd., P.O. box 273, Taipei.★

307 Plastics Products

FRANCE—Plastic flasks and tubes; correspondence preferred in French. Direct purchase and agency. Ets. Houix Pottier, (importing distributor), 10 Quai de l'Ile-Gloriette, Nantes (L.A.). WTD 4/5/63.

322 Glass and Glassware

● **IRAQ**—Chemical apparatus, 105 items, various quantities each item. Tender No. 79/62, bid deadline June 2. Terms and specifications available from Central Purchasing Board, Ministry of Finance, Baghdad, against payment of ID 0.500 ($1.40) per copy, plus $0.70 air mailing charges. Copy available for review only in Room 4424, Consumer Durables Division, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C. (Telephone: WO 7-4387)

MALAYA—Fancy glass bottles of ½ oz. to four oz. sizes for perfumes. Wah Seng Trading Co., (importer, exporter, wholesaler, retailer, commission agent), 403 Chulia St., Penang. WTD 11/14/62.

326 Porcelain Electrical Supplies

● SUDAN—Supply of 10,000—⅝" pothead insulators. Tender No. 141, bid deadline June 6. Controller, Stores and Workshops, Department of Posts & Telegraphs, Light Industrial Area, Khartoum South. Copy of specifications available, for review only, in Room 4124, Department of Commerce, Washington 25, D.C. (WOrth 7-4242).

329 Nonmetallic Mineral Products

● **INDIA**—Packing for steam and hydraulic applications, various sizes and quantities. Tender No. 130/SP-2/IDA, deadline June 7. Tender forms available from The Controller of Stores, Bombay Port Trust, Clarke Bunder, Mazagon, Bombay 10 for $.42 per copy plus $.74 airmail.★ (WO 7-5589)

● **TURKEY**—Compressed asbestos sheet packing: dimension approximately 1.2 x 1.2 meters, thickness 1 to 4 mm., total quantity 12,000 kgs. Compressed asbestos sheet packing with steel wire inserted: 1.5 x 2 meters, 0.5 to 3 mm. thick, total quantity 1,250 kgs. All packing must stand 250 p.s.i., 250-350°C, be of red color and have a specific gravity of 2.3. Tender No. 3001-236, bid deadline May 16. Turkish Maritime Bank, Materials Purchasing Department, Istanbul.★ (WO 7-2684).

331 Steel Mill Products

AFGHANISTAN—Round steel bars: 4 mm., 6 mm., 8 mm., 10 mm., 12 mm., 14 mm., 16 mm., 18 mm., 20 mm., 22 mm.; requests descriptive brochures, prices FOB or CIF Khorramshahr, Iran or Karachi, Pakistan. Professional Overseas Trading Co., Ltd., (importer, wholesaler), S. Habib Bldg., 1st fl., rm. 1, Muncipality St., Kabul. WTD 6/25/62.

● **CEYLON**—Steel rails, 45 lbs. per yard, used and flat bottom, Specification B.S. 11 or equivalent standard manufacturing country, 25/30 ft. for laying on timber sleepers and held down with dog spikes, to complete 6 miles of track, with fish plates, fish bolts and nuts, and include 24 right hand crossings and 12 left hand crossings complete with switch-gear for 2 feet gauge track, sixty feet radius. New rails 20 lbs. Spec. B.S. 20, for 2 miles of track with fish plates, fish bolts and nuts. New 8 left hand joints and crossing and 4 right hand, complete with hand throwers, guard rails, etc. fixed on steel base plates ready to be fixed on track. Tender No. TG-247, bid deadline July 10. Chairman, Tender Board, Ministry of Industries, Home & Cultural Affairs, PO Box 552, Colombo. Copies of tender schedules may be obtained from Embassy of Ceylon, Washington, D.C.

■ **GREECE**—Stainless steel sheets, 8,000 lbs.; 18/8 finish 2B/2D assorted: other steel sheets, approx. 37,500 lbs. PA#240-898-221-2202. Limited worldwide (898). Quotation deadline May 21. Factory of Refrigerators Melissa Nic Lavdas, 60 Almirou St., Volos.

■ **INDIA**—High carbon spindle steel, ⅝" dia., 7 mt., same, 7/16" dia., 18 mt. to EN 31. C.I.F. Loan no. 217. U.S. source. Bid deadline May 13. Textile Machinery Corp., Ltd., 1 & 3 Brabourne Rd., Calcutta 1. Cable: TEXMACO, Calcutta. IL#BL/55-169/02201/233. Enquiry no. TR/14/63.★

■ American seamless black ms. tubes to ASTM A120-57T grade b, in exact length of 20 ft., plain ends. various sizes, schedules, dia., thickness and weights, 38,600 ft. Shipment dates in May and June. Loan no. 217. U.S. source. Bid deadline May 18. M/s. Jyoti, Ltd., Baroda, 3. Cable: JYOTI-PUMPS, Baroda, Ref. No. 65 (284) 62-AID-I. IL#A-587469 / 61 / AU-DW-CCI / HQ / RM.★

■ Tinplate to be manufactured from rimming steel, tolerance of plus ⅛" and ¼" on width acceptable, 0.75 tin coating, approx. 1500 tons. Loan no. 217. U.S. source. Bid deadline May 13. The Metal Box Co. of India, Ltd., Barlow House, 59C Chowringhee, Calcutta 20. IL#DL/55/243/03101/0005.★

■ Open hearth and/or basic oxygen steel hot rolled wire rods, packed in catchweight coils 700 lbs. unwrapped, .2178" diameter, various analysis, 120 l. t. Outside dia. of coils max. 1 metre, tolerance +/— 0.3 mm., ovalization 0.4 mm. max. Loan no. 217. U.S. source. Bid deadline May 17. United Wire Ropes Limited, Mehta Building, Medows St., Fort, Bombay 1. Ref. no. 63/671. IL#DL/55/1079/03101/0257.★

■ Spring steel flat bars to U.S. Specification 926H, various sizes. Loan No. 217. U.S. Source. Bid deadline May 17. The Canara Workshops Limited, Kodialbail, Mangalore 3, Cable: WORKSHOPS, Mangalore. Ref. No. 158/63. Purchaser's No., US-1/63.★

■ Various sizes round and hexagon carbon steel bars, to U.S. Specification AISI 1041, 1141, 1036 and 1026. Loan No. 217. U.S. Source. Bid deadline May 17. The Canara Workshops Ltd., Kodialbail, Mangalore 3. Cable: WORKSHOPS, Mangalore. Ref. No. 159/63. Purchaser's No. US-2/63.★

■ Hot rolled black bars of BSS EN-32 M, 11/16 inches diameter, about 30 metric tons, C. .1-18%, Mn. .9-1.2%, Si. .05-.35%, S. .1-.15%, P. .05%. Ref. No. MCI/RM-2/1147. Import License No. DL/55/718/03101/0314. Loan No. 217. U.S. Source. Bid deadline May 20. M/s Milton Cycle Industries Ltd., Sonopat.

■ Bright interannealed mild steel rivet wire, 35/39 tons per sq. in tensile strength, 15½ and 16½ S.W.G. in catchweight coils of about 125 lbs. each, internal dia. 16". Loan No. 217. U.S. Source. Bid deadline May 20. The Indian Tack & Nail Co., Ltd., Post Box No. 174, A-1, Gillander House, Calcutta 1. Ref. Y/Intack.

■ Statement 'A': Open hearth steel, sheets, hot rolled, pickled and oiled, conforming to SAE 950, or equal, 12 USGx31"x78", 30 tons; to AISI C 1012, 12, 16, 18 USG, various lengths, 105 tons; AISI 1020, 35 tons; stretcher levelled sheets, 7 USGx90"x42", 45 tons. Total 215 tons. Other steel: Statements 'B', 'C', 'D', and 'E', various quantities, etc. Loan No. 217. U.S. Source. Bid deadline May 20. Mahindra & Mahindra Ltd., Gateway Bldg., Apollo Bunder, Bombay 1. Cable: JEEPS, Bombay. Ref. No. Steel/JMD.47. Import License No. DL/55/710/02101/0716.★

■ Electrolytic tinplate W/W 79 lbs., baseweight and lighter in sizes of 18"x24" and larger of Weirton Steel Mill Co., Ltd., packed in original mill container, assorted to size and gauge. Rs. 38,500. Loan No. 217. U.S. Source. Bid deadline May 20. Rohtas Engineering Works (P) Ltd., 2096 Katra Khushal Rai, Kinari Bazar, Delhi 6. Ref. No. KBL-965. IL#DL/55/394/03101/0254.

■ M. S. strips, 0.13mmx38mm, in rolls; m. s. strips, high carbon 11mmx0.2mm in rolls, to certain analysis. Loan No. 217. U. S. Source. Bid deadline May 20. A. K. Industries, Agra Road, Ghatkopar, Bombay 77. Ref. No. AKI/129/63. Import License No. BL/55-15/03101/32. C.I.F.

■ Extra deep drawing C.R.C.A. steel sheets 6'x3'x.044" thick. Loan No. 217. U.S. source. Bid deadline May 15. Orient General Industries Ltd., 6 Ghore Bibi Lane, Narkeldanga, Calcutta. Cable: SUMMERKING, Calcutta. Ref. No. PO/IC/70A/7757.

■ Open hearth and/or basic oxygen and/or electric process steel, hot rolled wire rods, in catch weight coils 700 lbs., I. D. approx. 36", approx. 12" x 48", .025", 7/32" dia., 200 tons. C&F Bombay or Calcutta. Loan No. 217. US. Source. Bid deadline May 27. Hindustan Kokoku Limited, 6 Ratendone Road, New Delhi 11. Cable: HINDKOKOKU, New Delhi. IL#DL/55/390/02 1 01/0913.

■ Forged steel bars; steel forgings in annealed conditions; C.D.S. 2 steel forgings; forgings in 5% chromium steel; S. L. 853, or equal, steel forgings. Various sizes and quantities. Loan No. 217. US. Source. Bid deadline May 31. Indian Aluminium Company, Ltd., 31 Chowringhee Road, Calcutta 16. Cable: INDALUMIN, Calcutta. IL#DL/55/1081/03 2 01/0116.★

■ Bright cold heading round wire, to SAE 5140 spheroidized at finished size, cleaned and phosphate coated, tensile 80,000 Psi. max., Brinell hardness 159 max., in coils of 500 lbs. each, with approx. 26" ID and 30" OD, wrapped in paper and hessian cloth; bright cold heading round wire to C-1038, coarse grainspheroidized at finished size, etc.; same, except C-1038 fine grain 30" ID 34" OD. Various sizes, quantities, compositions, etc. Loan No. 217. US Source. Bid deadline May 16. Fit-Tight Nuts & Bolts, Ltd., Old Ashram, Andheri Kurla Road, Andheri, Bombay 58. Cable: FITTIGHT, Andheri, Bombay. IL#A 5 8 7 8 6 5 / 61/AU-DW/CCI/HQ/L.II. (A) / STEEL.★

■ Black hot rolled open hearth steel bars to BSS-970-ENBM; same to ENBD; EN1A; EN23; EN-32A; various chemistry, sizes and quantities. Loan No. 217. U.S. Source. Bid deadline May 16. National Machinery Manufacturers, Ltd., Kalwe, Thana, Maharashtra State. IL#BI/55-121-02101/13.★

■ Mild steel plates, various sizes and descriptions, 610 metric tons. Loan No. 125. U.S. Source. Bid deadline May 29. Tender No. S-127/AID. Tender forms including specifications may be obtained from the India Supply Mission, 2536 Massachusetts Ave. NW., Wash. 8, D.C.★

■ Alloy and tool steel, 18,100 ft. Loan No. 217 U.S. Source. Bid deadline May 15. The Consolidated Pneumatic Tool Company (India) Limited, 301/302 Agra Road, Mulund, Bombay, 80. VDG/KM8. IL#DL/55/26/02201/0076.

■ Welded, ground, descaled and polished from outside, various sizes, and quantities, 18/8 non magnetic, cold drawn seamless, stainless steel pipe, annealed, and pickled to AISI 316 quality. Loan No. 217. U.S. Source. Bid deadline May 18. M./s. Dalal Engineering Pvt. Ltd., Chichavli, Malad, Bombay 64. Ref. No. 65(146)/62-AID(1). IL # A-587789/61/AU-DW/C.C.I./HQ/R.M. C.I.F. Bombay.★

■ Cold rolled extra deep drawing quality steel sheets in non-aging aluminum killed quality with European Common Market Spec. SPSSED, Tipo S "normalised", 1250x1700x.8mm. 20,000 kgs., 1030x735x1mm, 59,000 kgs., 1910x530x1.1mm. 23,000 kgs. CIF basis. Loan No. 217. U.S. Source. Bid deadline May 15. Bajaj Auto Ltd., 134, Dr. Annie Besant Road, Worli, Bombay 18. Cable: AUTORIKSHA Bombay, Worli; Ref. No. BA/DM/1394/489. IL#DL/55/619/03 1 01/0309.

■ Transformer grade silicon steel sheets, having a watt loss per kg. at 10,000 gauss and 50 cycles per second, in thickness of .014", in 3x6 ft. size., 120 tons; cold rolled strip magnetic ingot iron No. 5, temper oiled or dry, width tolerance plus/minus 0.005" gage tolerance, plus/minus 0.0025" 7,000 kgs.; cold rolled grain oriented silicon steel sheets, having a max. core loss of .73 watts per lb., at 15,000 gauss and 60 cycles, 30"x96", .014". core loss .73, 20 tons. Loan No. 217. U.S. Source. Bid deadline May 15. Devidayal Stainless Steel Industries Private Ltd., P.O. Box 6224, Durukhana, Reay Road, Bombay 10. Works: Kanjur Village Road, Bombay 78. Cable: DEVISTEEL. Ref. # ST/G/75/258. IL#DL/55/39/03 1 01/0207.

IRAQ—Seamless steel pipe, socket and spigot ends, bitumen lined and coated, nominal diameters, 2,000 meters each of 3", 4", 6", 8", 10" and 12". Tender No. 10/12/7770, bid deadline May 15. Iraq Republic, Baghdad Water Supply Administration. Baghdad.★ (WO 7-2363.)

NEW ZEALAND—Stainless steel strip, of thickness of approximately .046 in., in quantities under 1000 lbs. Cutlerycraft Co., (manufacturer, importer, wholesaler), 38 Seafield View Rd., Auckland, C3. WTD 11/30/62.

■ **PAKISTAN**—Bright drawn after galvanizing spoke wire, 15 bwg, 15 long tons, C&F; bright drawn uncoated spoke wire, 15 bwg, 15 tons, C&F; freecutting steel bars and rods, 5/16, ⅜, ½, 11/16" dia., hexagon 0.525" a/f, two tons of each. Notarized mill's certificate required; mention cash discount, if any; indicate A.I.S.I. number and chemistry, two lb. sample. Loan no. 7. U.S. source. Bid deadline May 10. National Cycle Industries, Fakir Mohd., Durra Khan Rd., Usmanabad, Karachi 3. S/A no. RM 041975. Ref. no. NCI/41/A/63.

■ 100% prime/commercial quality cold rolled close annealed mild steel sheets, pickled and oiled, to astm A-366-58, bright surface, size 3'x8' and/or 3'x6', various gauge, 11-20, $47,229. 100% prime galvanized iron wire conforming to astm, bwg 3-12, $8,400. Loan no. 7. U.S. source. Bid deadline May 15. R.B. Khokhar Metal Works, 3, Kutchigali, Marriot Rd., Karachi 2. S/A no. RM 042062. Additional conditions.★

■ Machine cast foundry pig iron, si. 2.76/3.5%, ph. .40/.60%, su. .05% max., man. .50/1.00%, c. 3.80/3.90%; or machine cast malleable pig iron. $20,822. Any U.S. standard specification, both FAS and C&F. Loan no. 7. U.S. source. Bid deadline May 15. Modern Engineering Corp., D/78 S.I.T.E., Karachi. S/A no. RM 041976.

■ Tinplates, prime coke quality, cold rolled, hot dipped, 1.25 coating, 18-¾"x28"x30 gauge, 20"x30"x30 gauge; and/or tinplates, electrolytic 0.75 coating, 108 substance, 18" min. and above, length 28" min. and above; and/or 18-¾"x28"30 gauge, 20"x30"x30 G. Amount $11,566. Loan no. 7, U.S. source. Bid deadline May 15. Bengal Oil Mills, Ltd., P.O. box 4757, Bengal House, Harris Rd., Karachi 2. Cable: BENGALI Karachi. S/A RM 041974.

■ Electrolytic waste waste tin plates, bright, soft temper, coating 0.25 lbs. and heavier, 18"x24" and larger, 107 lbs., 30 gauge, original mill packing, selected grade; prime coke tinplate 20x30"x30 gauge, F.A.S. long ton, separate freight rates. $13,230. Loan no. 7. U.S. source. Bid deadline May 18. M/s. Khan Brothers Trading Co., Off. Manghopir Rd., Karachi 16. Cable: KHANIMPEX. S/A no. RM 041978.

■ Galvanized welded standard steel pipes with both ends threaded with U.S. thread, complete with socket at one end and thread protector at other end, in various sizes, 596,400 ft. Loan no. 7. U.S. source. Bid deadline May 13. Government of East Pakistan, Directorate of Supply, E.P.I.D.C. House, 4th fl., Motijheel, Dacca 2. Tender no. S-5/46/619/748/I&S/63. Detailed specifications may be obtained from the Embassy of Pakistan, 2315 Massachusetts Ave., N.W., Washington 8, D.C.★

■ Tinplate—various sizes, gauges and coatings. Loan 7. U.S. Source. Bid deadline May 20. Sh. Fazal Rehman & Sons, Ltd., Industrial Area, Mumtazabad, Multan. Cable: NASIR. S/A No. RM 040492.★

■ Stainless steel bars, Type AISI 410 annealed; rounds; stainless steel sheets, AISI 302, finish 2B/2D, various sizes and quantities. Loan No. 7. U.S. Source. Bid deadline May 20. Rashid Turner, Sialkot City, West: Cable: RASHID TURNER, Sialkot City. S/A No. RM 040543.★

● Pipe, M.I. or M.S., galvanized with sockets, ½" bore, 32,000 rft. ¾" bore, 47,000 rft.; 1" bore, 30,415 rft.; 2" bore, 920 rft. to conform to specification PRSS No. -3-49 (water quality), or BSS 1387/57 (heavy quality). Tender P6/F1/164/62/ACST. bid deadline May 13. The Controller of Stores Purchase, Pakistan Eastern Railway, Pahartali, Chittagong. Tender documents available for review only in Room 4222, Iron and Steel Division, Commerce Department, Washington, D.C.

■ Tinplate, large assortment, mill accumulations, electrolytic, ground stock flat, silver steel, tool steel, round and flat, mild galvanized steel wire, etc. Loan No. 7. U.S. Source. Bid deadline May 18. Hashimi Can Co., Ltd., B/24, Sind Industrial Trading, S.I.T.E., P.O. Box No. 3608, Karachi 16. Cable: HASHIMICAN, Karachi. S/A No. RM 041973.★

■ High carbon steel wire, rods and bars, strips, pins and bars. $61,509. Loan No. 7. U.S. Source. Bid deadline May 25. Abid Industries. P.O. Box No. 4822, Karachi. Cable: WIRE HEALD, Karachi. S/A No. RM 033097.

■ **TUNISIA**—Round reinforcing bars, in various sizes and descriptions, 25,000 metric tons. Loan No. 664-H-011. U.S. Source. Bid deadline May 24. Republic of Tunisia, Office du Commerce de la Tunisia, 13 Rue Sidi, Bou-Mendil, Tunis. Inv. No. AID-OCT-62-1. Detailed specifications may be obtained from the Embassy of Tunisia, 2408 Massachusetts Ave., NW., Wash. 8, D.C.★

■ **TURKEY**—Electrolytic tinplate waste waste, 0.25 coating, or better, soft commercial tempers, 2, 3, 4, unassorted to size and gauge. Base weight 107 lbs., and lighter, 70/107 lbs., 18" x 24" and larger, approx. 80% bright and 20% matte, $10,000. Import License 001604. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline May 21. Suha Elbi, Kardesim Sok. No. 46, Galata/Istanbul.

■ Electrolytic tinplate waste waste, assorted to one size and one gauge, per ski soft temper, bright finish, in size of 20" x 28" and larger, in base weights of 70/107 lbs. in completely metal wrapped containers for export, $10,000. CIF. Import License 001599. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline May 21. Dogu Ticaret T.A.S., Fermeneciler cad. No. 102 Galata, Istanbul.

■ Electrolytic tinplate waste waste, assorted gauge and size, bright, soft tempers only. Base weight 80/107 lbs., 20"x28" and larger, in metal covered export skids, about 2/3,000 lbs. each, $5,000. IL#001591. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline May 18. Lufti Ozguven, Tahtakale Balkapan Sokak No. 9, Istanbul.

■ Electrolytic tinplate waste waste, assorted to gauge and size, bright, soft temper, base weight 80/107 lbs., 20"x28" and larger. In metal covered export skids. About 2/3,000 lbs. each, $6,500. IL#001592. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline May 18. Sevki Karayel, Rustemoasa sobacilar sokak No. 9, Istanbul.

■ Electrolytic tinplate, cobbles, bright finish, soft commercial tempers, original mill export packing, 107 lbs. and lighter, 18"x24" and larger, $11,100. C&F. IL# 001613/85233. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline May 21. Nikola Zaloni Galata, Asian Han, 404, Istanbul.

■ Electrolytic tinplate U/A—0.75 lbs. coating, 107 lbs. base weight, 20"x30" and 18¾"x28". IL#6591, $11,500. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline May 20. Toroslar Ticaret T.A.S., Doseme Mahallesi, Adana.

■ Electrolytic tinplate ww., coating 0.25 lbs., bright material, soft commercial tempers, assorted bw90, 100, 107, 135 lbs. size about 20"x28" and larger, in metal covered export skids, about 2/3000 lbs. Amount $11,400. PA no. 277-660-901-356-3216. Limited worldwide (901). Quotation deadline May 15. Levent Gazocak Fabrikasi, Istanbul, Rami, Topcilar incirlik karakol Sokak no. 17. S/A no. 55799.

■ Unassorted hot dipped coke tinplate, 1/25 coating u/a, 20x28, base weight, 100 lbs., $10,000; 95 lbs., $8,000, 90 lbs., $8,000; gold lacquered one side, 2x28, 100 lbs., $4,000, 95 lbs., $6,000, 90 lbs., $4,000. Total $40,000. CIF Istanbul. Original mill box, packed in metal containers, 10 packages, 112 sheets, per package, full water proof lined with four angle irons on top of shipment. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline May 15. Tamek Konservecilik, Ltd., Sti., Cumhuriyet Cad., 233/4, Harbiye, Istanbul. S/A no. 2104/1598-70103. Under GSA Defense Materials Services procedure.

■ Unassorted hot dipped tinplate, 1.25 lb. coating, (coke), 112 sheets per box, sizes 18¾"x28", 20x30", base weight 107. $5,000. PA no. 277-660-901-356-3326. Limited worldwide (901). Quotation deadline May 15. Pamuk ce Toprak Mahsulleri Ihracat ve Ithalat Turk, Ltd., Sirketi Borsa Cikmazi no. 56, Adana, P.O.B. 106. Cable: AKALA, Adana. S/A no. 1574. Under GSA Defense Materials Services procedure.

■ Electrolytic tinplate waste waste, assorted one size and one bright finish, in size of 20"x28" and larger, in baseweights of 70/107 lbs., in completely metal wrapped containers for export, $15,000. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline May 9. Ahmet Kara-

caoglu ve Ortagi, Galata, Fermeneciler caddesi No. 15-17. S/A no. 001595.

■ Coke tinplate U/A of 107 lbs., base weight, size 18⅝"x28", 70% of quantity; size 20"x30", 30% of the quantity. CIF. IL#001601, $6,000. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline May 23. Zaharya Lagari, Hamidiye caddesi Nafiz bey han kat 1/12 Sirkeci, Istanbul.

332 Iron and Steel Foundries

● **BURMA**—Manhole frames and covers, to spec. B.S.S. 497-1952, Class "C". 2000 pcs. light 24"x18"; 1000 pcs. ordy 18"x18"; 2000 pcs. Class "B" heavy 24"x18"; 2000 pcs. 24"x24". Tender No. 221/CS/19/GI, bid deadline May 15. The Chairman, Civil Stores Committee (1) St. John's Road, Rangoon. (Telephone WO 7-2363)

335 Rolling, Drawing, Extruding of Non-ferrous Metals

● **BURMA**—Lead sheets as follows 1/16", 3.72 lbs. per sq. ft., 100 tons; ⅛", 7.44 lbs. per sq. ft., 120 tons; 5/32", 9.3 lbs. per sq. ft., 80 tons; 3/16", 11.12 lbs. per sq. ft., 60 tons. Quotations should specify F.O.B. Port of shipment and C&F net Rangoon per unit prices separately for each item in pound sterling. Illustrations, detailed specifications and samples of the type offered should be submitted with the quotation. Quotation No. CS/18/G-1 (62-63), bid deadline May 14. The Chairman, Civil Stores Committee (1) St. John's Road, Rangoon.★ (WO 7-2684)

● **IRAN**—Zinc plate, lacquered backs. 250 sheets size 1000 x 500 x 2mm, 200 sheets size 1000 x 1.5mm in accordance with sample which may be examined. Bid deadline June 15. Before being shipped, goods must be inspected by an International surveyor, confirming that goods supplied exactly conform with specifications and sample submitted by purchaser. Fees involved for such surveyance will be borne by suppliers. Iranian Tobacco Monopoly, Tehran. C & F Bandar Shahpour or Khorramshahr in dollars. (WO 7-2684) Only one sample available for review only in Room 4217, Miscellaneous Metals and Minerals Division, BDSA, U.S. Dept. of Commerce, Wash. 25, D.C. Specifications may be borrowed.

■ **KOREA**—Aluminum ingot, virgin quality, 99.5% up; aluminum billet, approx. 10 mt. each. C&F Pusan, or CIF Pusan on U.S. flag vessel. PA#489-901-356-3202. Limited worldwide (901). Quotation deadline May 14. Dong Yang Steel Industrial Co., Ltd., 115, 1-ka, Yang-Pyong-dong, Seoul. Copy of offer to be sent air mail to Bank of Korea, Seoul, Attn: AID Section, and to the Director, US AID, Seoul, c/o American Embassy, Seoul.

336 Non-ferrous Foundries

■ **KOREA**—Electrolytic copper wire bars, astm B5-43, 200 lbs. per wire bar, about 92 mt. PA#489-901-356-3202. Limited worldwide (901). Quotation deadline May 14. Tai Han Electric Wire Co., Ltd., #133, 2-ka, Namdaimoon-ro, Choong-ku, Seoul. FFO-SAI-3-282. Copy of offer to be sent air mail to Bank of Korea, Seoul, Attn: AID SECTION, and to the Director, US AID, Seoul, c/o American Embassy, Seoul.

342 Cutlery, Hand Tools, General Hardware

BELGIUM—Builders' hardware, tools, household equipment, garden implements; substantial quantities of first-class merchandise desired. P.V.B.A. Penneman, (importer, retailer, wholesaler), 98 Kalkstraat, Sint Niklaas Waas. WTD 2/26/63.

● **BURMA**—Hand saws and saw blades, 6,100, including carpenters, crosscut, pit, back and compass. Tender No. GH/38/GII (62-63), bid deadline May 13.

Hand Tools, 20,400, including hammers, sledges, pliers, nippers and pincers, carpenters T clamps, nail pullers, screw drivers, scrapers, and gauges. Tender No. GH/39/GII (62-63), bid deadline May 13.

Hand and edge tools, 12,950, including garden shears, pruners, trowels, garden forks, rakes, cultivators, hand lawn mowers, garden sprinklers, wheel barrows and shovels. Tender No. GH/40/GII(62-63), bid deadline May 14.

Chisels and files, 41,575, including 11,400 chisels ¼"—2"; 30,175 files various types and sizes. Tender No. GH/43/GII(62-63), bid deadline May 13.

Hand tools, 10,950, including drills, braces, augers, carpenters planes, carpenter squares, glass cutters, levels, tin and jewelers snips, and pipe cutters. Tender No. GH 12/GII (62-63), bid deadline May 14.

Grinding wheels, 4400, including, smooth, medium, rough and combination oil stone with smooth side and rough side. Tender No. GH/44/GII (62-63), bid deadline May 15.

Hand tools, 6296 sets and pieces, stock and die sets, hand taps, dies, socket sets, pipe wrenches stillson and chain types, and spanners. Tender No. GH/41/GII(62-63), bid deadline May 14.

Chairman, Civil Stores Committee (1), St. John's Road, Rangoon.★ (WO 7-5589).

LIBYA—Cooking and kitchen household utensils, both low-priced and better quality; requests quotations c.i.f. Benghazi if possible. Paramount Trading Agencies, (importing distributor), P.O. box 346, Benghazi. WTD 3/7/63.

NETHERLANDS—Small handtools and garden tools. Direct purchase and agency. Van Beek & Heijermans (manufacturer's agent), 90 Kromme Nieuwe Gracht, Utrecht. WTD 11/7/62.

NIGERIA—Furniture hardware and fittings. Fawehinmi Furniture Factory, Ltd., (manufacturer), 1 Fawehinmi Furniture Rd., P.O. box 408, Yaba, Near Lagos. WTD 3/14/63.

PHILIPPINES—Lock sets and door closers. Direct purchase and agency. Hooven (Philippines), Inc., (manufacturer), Sheridan corner Williams Sts., Mandaluyong, Rizal.

SWEDEN—Handtools, hammers, screwdrivers, garden tools, padlocks. C. A. Manden AB, (wholesaler), Stampgatan 40, Goteborg C.

344 Fabricated Structural Metal Products

■ **INDIA**—Packaged boiler to give 18,000 lbs. of steam at 285 lbs. p.s.i. at 650°F, 85% efficiency, and accessories, including two feed pumps, deaerator and preheater, non-return 4" steam valve, steam flow meter, CO_2 recorder. Loan no. 157. U.S. source. Bid deadline May 16. Messrs. Somaiya Organo-Chemicals, Ltd., Fazalbhoy Bldg., Flora Fountain, Bombay 1. Ref. no. 4(247)/62-AID-II. IL#989080/DLF. 157/61/HQ/CG.III.

LIBYA—Sheet metal roofing, siding, and accessories; correspondence preferred in Arabic or Italian. Mohamed Taher M. Ben Salem, (importer, wholesaler), P.O. box 56, Benghazi. WTD 3/5/63.

345 Screw Machine Products

● **BURMA**—Washers and Screws, 113,600 gross, including 35,000 gross round washers to BSS 916-1953; 3/16"-1"; 36,000 gross spring washers, single coil light square section, 1/8"-1"; 74,300 wood screws, bright mild steel, gimlet point countersunk head to BSS 1210-1952, ½"x6G to 1½"x8G; 700 gross wood screws, mild steel gimlet point CSK head to BSS 1210-1952, 1½"x10G to 3"x12G. Tender no. CS/24/GI (62-63), bid deadline May 14. Chairman, Civil Stores Committee (1), St. Johns Road, Rangoon. ★ (WO 7-5589).

VENEZUELA—Track hardware such as bolts, nuts, screws. Direct purchase and agency. Empresa Diamante, (sales agent), Edificio Caripe, Piedras a Barcenas, (Apartado 2545), Caracas. WTD 2/28/63.

348 Fabricated Wire Products

● **BURMA**—Chain, 60 tons, including 30 tons short link M. S. with tested certificate 3/16" to 7/8"; 10 tons short link galvanized ¼" to ½"; and 20 tons steel link M. S., ½" to ⅞". Tender No. GH/45/GII (62-63), bid deadline May 15. Chairman, Civil Stores Committee (1), St. John's Road, Rangoon.★ (WO 7-5589)

● **TURKEY**—Supply of stud link anchor chain, with end shackles, joining shackles, spare shackles and swivels. Bidders to quote both wrought iron and high tensile steel chains. Tender 3001-245, bid deadline May 13. Malzeme Mudurlugu Denizcilik Bankasi T.A.O. (Materials Purchasing Department, Turkish Maritime Bank) Bahcekapi, Istanbul.★ (WO 7-5589)

● Cast iron pipe fittings, including elbows, nipples and unions, sizes ⅜" to 2", black and galvanized, B.S. 21 threads. Tender 3001-241, bid deadline May 18. Malzeme, Mudurlugu, Denizcilik Bankais T.A.O. (Materials Purchasing Department, Turkish Maritime Bank), Bahcejapi, Istanbul.★ (WO 7-5589)

351 Engines, Turbines

ITALY—Gas and diesel marine motors from 10 hp. to 500 hp.; outboard motors up to 60 hp. Comm. Gianni de Vincenzi, Shipyard, (shipbuilder, exporter, wholesaler), Via Ammiraglio Staiti 8, Trapani.

352 Farm Machinery

ITALY—Poultry-raising equipment and egg-processing machinery. Ocomotta, s.p.a., (producer), Via Parenzo 97, Brescia. WTD 2/28/63.

Agricultural tractors, preferably light-powered ones from seven hp. to 25 hp.; agricultural machinery and implements, including motocultivators, threshers, tillers, plows, listers, and anti-frost equipment for citrus groves. Direct purchase and agency. Flli Virlinzi, (wholesaler, retailer, agent, importer, exporter), Via Umberto, 278, Catania.

353 Construction Machinery

● **GREECE**—Global trade opportunity of supplying crawler tractor and dozer -1; wheel-type tractor shovel loader -1. Bid deadline May 22. Tenders invited by Free Zone and Port of Thessaloniki, Organization (F.Z.P.T.), Financial Services Directorate, Thessaloniki.

● **INDIA**—Global invitation for bids: crawler mounted tractor shovel-loaders (overhead dumping) 1¼ to 1¾ cu. yd. capacity, 4, bid deadline July 15, Tender No. D/ENQ/677-3-17/BEAS/PR/4179/A-1199; power shovels, electric, 1½ cu. yd. capacity for excavating tunnel 28 ft. in diameter, 12, bid deadline July 22, tender D / ENQ/678-318/BEAS/PR/51130/A-1181. ISM Ref. No. D/ENQ/677 and 678. Shri T. K. Kalia, Superintending Engineer, Procurement Circle, Nangal Township, Dist. Hoshiarpur, Punjab. Brief specifications available free of charge from India Supply Mission, 2536 Massachusetts Ave., Washington 8, D.C.

■ Crawler tractor with bulldozer and spare parts, equivalent to caterpillar D-8. Loan No. 157. U.S. Source. Bid deadline May 23. M/S. Rhotas Industries Limited, P.O. Dalmianager, Bihar. Cabled quotations will be accepted. Ref. No. 41(100)/62-AID.II.

ITALY—Marble mining and processing equipment, quarries' winches and granulating crushers. Direct purchase and agency. Dino Gigante di Giuseppe, (agent), exporter), Via Osorio 70, Trapani.

■ **PAKISTAN**—Dumping tractor shovels on track chain with 1½ cu. yd. bucket capacity and 10 ft. dumping height and spare parts, three; dumping trucks with five cu. yd., capacity fitted with diesel engine six wheeler, suitable for carting aggregating sand with spare parts. Loan no. 6. WorldWide (899). Bid deadline May 20. Director General of Supply & Development, Frere Rd., Karachi. Tender no. VA-2/ICA/66951/DLF/62. Detailed specifications may be obtained from the Embassy of Pakistan, 2315 Massachusetts Ave., N.W., Washington 8, D.C.★

● Crawler type tractor shovel-loaders, 1½ cu. yd. bucket capacity, 3; spare parts to the value of 20% of shovel loaders. Bid deadline May 20, tender VA-2/ICA/66951/DLF/62. The Director General of Supply and Development, Frere Rd., Karachi.

● **SUDAN**—Electric travelling crane, 1, 15-ton level luffing free barrel type. Tender No. 2813, deadline May 30. Office of Controller of Stores, Sudan Railways, Atbara.★ (WO 7-5589)

■ **TANGANYIKA**—Design and construction of a 4 million Imperial Gallon Reservoir, (Imperial Gal.=1.2 U.S. Gal.) for the Government of Tanganyika. Contractors who are prepared to make their own site investigations may obtain further details from: The Crown Agents Representative, 3100 Massachusetts Avenue, N.W., Washington 8, D.C. Reference No. EC. 459/18. U.S. Source. Contractors intending to bid should inform The Engineer-in-Chief, Public Works Division, Ministry of Communications, Power and Works, P.O. Box 9144, Dar es Salaam, and completed bids are to be delivered to the Engineer-in-Chief, Dar es Salaam, not later than May 31.

354 Metal Working Equipment

■ **INDIA**—High precision centerless grinding machine with special accessories; bolts and nuts counting machine; precision measuring instruments for inspection; various thread gauges. Loan No. 157. U.S. Source. Bid deadline May 19. Fit Tight Nuts and Bolts Limited, Old Ashram, Andheri Kurla Road, Andheri, Bombay 58. Cable: FITTIGHT ANDHERI. Ref. No. 5(20)/62 - AID - II. IL#978794/DLF - 157/62/HQ/CGI.★

■ **INDIA**—High powered surface grinder 16"x30"x120", complete, with pumps, motors, etc. Loan No. 217. U.S. Source. Bid deadline May 18. Madras Machinetool Manufacturers, Ltd., 8/146-B, Trichy Road, Singanallur, Coimbatore—5. Ref. No. 63 (204)/62-AID(1). AU/GL/MTC/29/DLF-217/962.

ITALY—Machine tools such as lathes, milling machines, shapers, gear cutting machines; requests replies from manufacturers only. Direct purchase and agency. Misal, (importer, manufacturer), Via L. Zuccoli 8, Milan. WTD 7/13/62.

NETHERLANDS—Small size lathes for home workshops. Direct purchase and agency. W. F. Harrems N.V. (importing distributor), 252 Kerkstraat, Amsterdam.

■ **VIET-NAM**—Heavy duty profiling diesel and car wheel lathe, borer, demounting press. Loan No. 129. U.S. Source. Bid deadline May 31. Central Purchasing Authority, P.O. Box H-5, Saigon. Cable: MAIDICH, Saigon. Inv. No. 0828-05043.★

355 Special Industry Machinery

AUSTRALIA—Machinery to print color card samples for paints. Direct purchase and agency, Z. Nosek & Co., Pty., Ltd., (printer, manufacturer), 168-174 Botany St., Waterloo, N.S.W.

ENGLAND — Textile machinery parts principally for combing and spinning: comb circles, fallers, gills, gillbox screws, circle knives (blades), circle pikers, hackles, pinned rollers and rings, brush rollers, dabbing brushes, tenter gills and brushes. Direct purchase and agency. F. H. Bentham, Ltd., (manufacturer), Prospect Works, Allerton, Bradford, Yorkshire.

FRANCE—Equipment and machinery for dairy and other food industries. Direct purchase and agency. Etablissements Simon Freres, (dealer, manufacturer), 16 rue Chauveau-Lagarde, Paris 8.

■ **GREECE**—Laminating machines with accessories and spare parts, 6,300 spools, 30,40 (10 ft.) long, plastic material. PA# 240-700-898-221-2202. Limited worldwide (893) Bid deadline May 13. Kingdom of Greece, Ministry of Trade, Direction General of Procurements, Direction C, State Purchases, Section A, Office IV, Athens. Ref. No. 160.

■ **INDIA**—Fully automatic casting machine, for simulataneous production of three-rod castings for bronze, brass, complete with original holding crucible. Loan no. 217. U.S. source. Bid deadline May 17. Saru Smelting & Refining Corp., Pvt., Ltd., Sardhana Rd., Meerut, U.P. Ref. no. 63 (252/62-AID-I. IL#AU/GL/MTC/65/DIF/217/962.

■ **ISRAEL**—Equipment to be used in an emulsion p.v.c. resin plant, at capacity of 1600 lbs. hr., water evaporation plus about 75 lbs. hr. of seal water, corresponding to p.v.c. production rate of 850 lbs/hr. from 35% ts. latex, including drying chamber, duct work, filter. Loan no. 28, U.S. source. Bid deadline May 13. Government of Israel Supply Mission, 850 Third Ave., New York 22, N.Y., Attn: Mr. Nisen. S/A no. ECI. Tenders should refer to S/A no. and be prepared on basis of FAS U.S. port of exit, with prices itemized to show both trade and cash discounts. Suppliers may devise own forms for submitting tender, in duplicate, to buyer.★

ITALY—Corn milling machinery. Flli. Augugliaro & Genna S.p.A., (miller, manufacturer), Via della Salute 4, Trapani.

● **KOREA**—Sizing reel with seriplane machines for pure silk; bid No. KFX-3037-S bid deadline May 28. Office of Supply, Government of the Republic of Korea, Seoul. IFB available from Procurement Attaché, Korean Embassy, 2320 Massachusetts Ave., NW., Washington, D.C.★ (WO 7-5589).

MOROCCO—Complete line of candy-making equipment and machines from cooking to wrapping process for hard candies, filled candies, and salt water taffies; capacity 800 kilos per hour, electrical characteristics 50 cycles imperative. American Chewing Gum Co., (manufacturer), 102-104, Blvd. Yacoub el Mansour, Casablanca. WTD 9/18/61.

NETHERLANDS—Production and packaging machinery for the foodstuff and spices industry. Direct purchase and agency. Henri M. J. Aernout, Speciaalmachine-Import N. V. (sales agent), Jacob Obrechtstraat 20, Amsterdam-A.

● **NEW ZEALAND**—One 2-color offset press, together with process enlarger, contact printer, book indexing machine, cylinder press, hydraulic moulding press, glueing machine, drilling machine and hand fed platen press. Tender 284, bid deadline May 15. Government Printing Office, Waterloo Quay, Wellington. Specifications available from New Zealand Government Trade Commissioner, Suite 306, 1145 19th St., NW., Washington 6, D.C.★ (WO 7-5589)

■ **PAKISTAN**—All sorts ball and roller bearings, rs. 30,000; hand working tools and/or electric tools; rs. 120,000; pipes threaded and socketed, to astm-A120 or A53, rs. 250,000; turning, grinding, polishing, spraying machines, air compressor; generators, lathes, shapers, planers, metal forming machine, forging machine. rs. 100,000. Loan no. 53. U.S. source. Bid deadline May 15. Gilani, Ltd., Garden Rd., Karachi. Cabled quotations will be accepted. S/A no. 209659.★

■ **VIET-NAM**—10 ton cranes, 2; electric welder, 10 each; fork truck; air compressors; rivet hammers and accessories, pipe bending and bolt threading machine; wrenches, trailers, paint spray equipment, etc. Loan No. 129. U.S. Source. Bid deadline May 31. Central Purchasing Authority P.O. Box H-5, Saigon. Cable: MAIDICH, Saigon. Inv. No. 0829-05043. Specifications available from the Embassy of Vietnam, 2251 "R" St., NW., Wash. 8, D.C., Att: Mrs. Quang.★

356 General Industrial Equipment

■ **INDIA**—Rotopumps to be operated at 80 lbs., per sq. in. air pressure, 13 sets; spare parts for 5000 hrs. operation, 10 sets. U.S. source. Tender no. SE-612. Bid deadline May 21. Tender forms, including specifications may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C.

■ **INDIA**—Size 16x10x7, two stage heavy-duty double acting crosshead type water cooled air compressor, complete with standard equipment, including regulators, valves, wrenches, etc. Loan no. 157. U.S. source. Bid deadline May 24. The Jaipur Udyog Ltd., P.N.B. House, 3rd Floor, 5 Parliament Str., New Delhi 1. Cable: JAIUYOG, New Delhi. Ref. No. 41(29)/62-AID-II. IL#990983/DLF-157/HQ/61/CCI/CG.III.★

■ **INDIA**—Green clutch bearings, CB 1087, 1000 pcs, CB 1054, 1000 pcs, CB 1086 C 500 pcs CB1310 C, 200 pcs. Loan No. 217. U.S. Source. Bid deadline May 15. Anand Sales Corp., 362 Vithalbhai Patel Road, Bombay 4. Cable: ANANDSALES, Bombay 4. Ref. No. 60(352)/62-AID(1). IL# 333877/DLF/61/EI/B.

■ **TURKEY**—Various clutch bearings, Aetna, or equal, at-41, 2500; at-52, 2500; a-852, 250; a-989, 200; at-145, 100. PA# 277-700-901-356-3227. Limited worldwide (901). Quotation deadline May 15. Kamer Ticaret Iliya Adut, Taksim, Tarlabasi Cad., no. 12 Kat 2, Istanbul. S/A no. 1602.

■ Various clutch and roller bearings, L & S, or equal, CT-1086H, 1250; CT-24H, 600; tt-1087, 500; tt-1171, 150; rw-507E; rq-307E. 300; rw 207 ccr, 200; 90904T, 150; 909047, 150; 909048, 150; 909067, 100; 909070, 200. PA#277-700-901-356-3227. Limited worldwide (901). Quotation deadline May 15. Mekar Ticaret Kol. Sti., Taksim Tarlabasi Cad. no. 12, Istanbul.

358 Service Industry Machines

ENGLAND—Coin-operated washing machines, capacity of 20-25 lbs.; coin-operated dry-cleaning machines. Direct purchase and agency for the U.K. F. H. Meyers, (importer, sales agent), 148 Coombe Lane West, Kingston-on-Thames, Surrey. WTD 3/25/63.

■ **GREECE**—Cooling units; automatic controls, for refrigerating plants, 286-295 lbs., each, approx., from 31"x24"x15" to 67"x30"x15" each. PA No. 240-700-898-221-2202. Limited worldwide (898). Quotation deadline May 19. Hellenic Electrotechnical, 38 Bouboulinas St., Athens. Cable: LECTROCAL, Athens.

NETHERLANDS—Complete countertop dispensers of soft drinks for bars, drug-

stores; valves for these dispensers to be mounted on the countertop units. Holam Enterprises, (importer, wholesaler, management consultants), 143 Jan van Eyckgracht, Eindhoven. WTD 11/15/62.

NORWAY—Cleaning machines and equipment for walls, upholstery and carpets in hotels, public buildings, and offices. Cimex A/S, (importing distributor), 5 Welhavensgate, Oslo. WTD 3/5/63.

■ **PHILIPPINES**—Air conditioning system. PIO/C No. 492-W-51-AD-0-10208. Limited worldwide (898). Bid deadline May 31. US AID to Republic of Philippines, c/o U.S. Embassy, Manila. Invitation FB-07-3. Single copies of detailed specifications may be obtained from Office of Small Business, Agency for International Development, Room 2119, Barton Hall, Ohio Drive & Independence Ave., S. W., Washington 25, D.C.

360 Electrical Machinery, Equipment, Supplies

FRANCE—Electrical transmission, distribution, and control equipment; electric lighting fixtures for homes and industrial premises; requests replies from manufacturers only in French or German. Direct purchase and agency. A Baumann & Cie., S.A., (importing wholesaler), 16, Place de la Gare, Strasbourg (Bas-Rhin). WTD 4/8/63.

361 Electric Transmission Equipment

■ **INDIA**—High and low voltage outdoor porcelain bushings suitable for use on 22 and 11 kv distribution transformers, with or without metal parts, including arcing horns. Quantity required 2800 bushings. Loan no. 217. U.S. source. Bid deadline May 15. M/s. Radio & Electricals Ltd., 38, Mount Rd., P.B. no. 730, Madras 6, Cable: RELMER. Ref. no. 65(141)/62-AID(1). IL#A. 587937/61.

■ Equipment required by the Gujaret Electricity Board for the Dhuvaran Power Project, Nadiad, including cable fault tester, megger, voltmeters. Loan no. 215. U.S. source. Bid deadline May 15. India Supply Mission, 2536 Massachusetts Ave., N.W., Washington 8, D.C. Tender no. S-89/DLF/RET. Tender forms, including specifications may be obtained from the India Supply Mission, 2536 Massachusetts Ave., N.W., Washington 8, D.C.★

■ **THAILAND**—Distribution transformers, self protected type, single phase, 50 cycle, various ratings 2,370 each; distribution transformers conventional type, single phase, 50 cycle, various ratings, 120 each. Loan No. 19. Worldwide (899). Bid deadline May 23. Purchase & Stores Division, Metropolitan Electricity Authority, 121 Chakraphet Road Bangkok. PDC-MEA-155. Single copies of complete Invitation to Bid are available from the Office of the Economic & Financial Counselor, Embassy of Thailand, 2490 Tracy Place, NW., Wash. 8 D.C.★

362 Electrical Industrial Apparatus

CHILE—Electronic, electrical, mechanical, hydraulic and pneumatic controls and equipment; servo and control equipment for industrial automation. Direct purchase and agency. Vignola & Cia., (importer), Peral 25, Plaza Justicia, Casilla 93-V, Valparaiso. WTD 1/29/63.

ITALY—All types of electric generating sets for naval purposes. Impresa Comm. Vincenzo Cassaro—Cantiere Navale, (shipbuilder, repairer, exporter), Spianata S. Raineri 25, Messina.

NETHERLANDS—Permanent electromagnetic apparatus and tools. Direct purchase and agency. Madava N.V., (manufacturer, exporter, wholesaler), 13 Admiraliteitskade, Rotterdam 16. WTD 1/9/62.

● **TURKEY**—Supply of 30 drip-proof, compound electric motors: ten 110 V- d.c., ½ HP; ten 220 V- d.c., ½ HP; five 110 V- d.c., ½ HP and five 220 V- d.c., ½ HP. Tender No. 3001-237, bid deadline May 16. Denizeilik Bankasi T.A.O., Malzeme Mudurlugu (Materials Purchasing Department, Turkish Maritime Bank), Eminonu-Istanbul.★ (WOrth 7-4242)

363 Household Appliances

LIBYA—Electric household appliances constructed for 220-volt operations or adapted for 220 volts with transformers: fans, irons, refrigerators, washing and drying machines; requests quotations c.i.f. Benghazi. Paramount Trading Agencies, (importing distributor), P.O. box 346, Benghazi. WTD 3/7/63.

SAUDI ARABIA—Fans, electrical domestic ceiling and table fans. Abdulla M. al-Khafrah & Sons, (importer, retailer, wholesaler, commission agent), P.O. box 273, Dammam. WTD 3/11/63.

364 Electric Lighting, Wiring Equipment

ENGLAND—Electric lighting fixtures, table lamps. Direct purchase and agency for U.K. Vaclight (Lighting) Ltd. (importer), 116-118 Borough High Street, London. S.E.1.

LIBYA—Kerosene lamps and kerosene stoves; requests quotations, c.i.f. Benghazi if possible. Paramount Trading Agencies, (importing distributor), P.O. box 346, Benghazi. WTD 3/7/63.

PAKISTAN—Household electrical fittings, accessories, equipment; high quality; available current 220 V, 50 cycle; requests replies from manufacturers only. Adamjee Industries Limited, (importer, wholesaler, manufacturer, exporter) Adamjee Chambers, McLeod Road, Karachi-2. WTD 1/11/62.

■ **TURKEY**—Electric bulbs for vehicles, Edison screw type base, 6 volt, 700,000 pieces. PA No. 277-700-901-356-3227. Limited worldwide (901). Quotation deadline May 21. Isak Bernardete, Rizapasa Han No. 69/110, Istanbul. IL#1606.

366 Communications Equipment

■ **INDIA**—Fixed Carrier Communications sets and spare parts, 6; Mobile Carrier communication sets and spare parts, 3. Loan No. 215. U.S. Source. Bid deadline June 6. India Supply Mission, 2536 Massachusetts Ave. NW., Wash. 8, D.C., where tender forms, including specifications, may be obtained for $1 each, not refundable. Tender No. S/131/AID.

■ **ISRAEL**—Antenna, type 237B-1; guy and anchor kit; transformer; reducer; adaptor; plug, and two instruction books. Loan no. 28. U.S. source. Bid deadline May 13. Government of Israel Supply Mission, 850 Third Ave., New York 22, N.Y., Attn: Mr. M. Hans. S/A no. 791/1/511. Tenders should refer to S/A no. and be prepared on basis of FAS U.S. port of exit, with prices itemized to show both trade and cash discounts. Suppliers may devise own forms for submitting tender, in duplicate, to buyer.★

■ RCA bta-10J kw., ampliphase medium wave broadcast transmitter on specified frequency within range of 535-1620 kc, 220/110 volts, 50 cycles, ES-34252; instruction bulletins, including spare parts lists, installations, instructions and drawings, three; set of operating tubes, ES-810855. Loan no. 28. U.S. source. Bid deadline May 13. Government of Israel Supply Mission, 850 Third Ave., New York 22, N.Y., Attn: Mr. Hans. S/A no. 791/1/512. Tenders should refer to S/A no. and be prepared on basis of FAS U.S. port of exit, with prices itemized to show both trade and cash discounts. Suppliers may devise own forms for submitting tenders, in duplicate, to buyer.

NORWAY—Radar systems for measuring speeds of vehicles in road traffic control. Direct purchase and agency. J. M. Feiring A/S, (importing distributor, manufacturer's agent), 1 Lilletorget, Oslo. WTD 3/8/63.

● **SUDAN**—Supply of 5000 automatic telephone sets. Tender No. 143, bid deadline June 12. Controller, Stores and Workshops, Department of Posts & Telegraphs, Light Industrial Area, Khartoum South.★ (WO. 7-4823)

367 Electronic Components

DENMARK—Electronic accessories and components covering military specifications. E. V. Johannsen A/S, (importing wholesaler), 10 Sct. Annae Plads, Copenhagen K. WTD 4/4/63.

369 Electrical Machinery and Supplies

● **SUDAN**—Supply of 10,000 wet well primary batteries (inert cells). Tender no. 142, bid deadline June 10. Controller, Stores and Workshops, Department of Posts and Telegraphs, Light Industry Area, Khartoum South. Copy of tender notice available for review only, in Room 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (WOrth 7-4242)

371 Motor Vehicle Equipment

■ **INDIA**—King pin sets, complete with bearings, Dia. kits, fuel pumps, water pumps, kits, coil springs, suspension parts, tie rods ends, Dodge, Chev., Ford, Stude., Olds. Loan No. 217 U.S. Source. Bid deadline May 18. M/s Addison & Company, Ltd., 158, Mount Road, Madras 2. Cable: ADDISONCO Madras, Ref. No. 60 (344)/62-AID(1). IL#268725/61/M/L/IV.★

ITALY—Equipment for automobile repair shops, especially brake repair shops; air conditioners for automobile. Direct purchase and agency. Satamv di Fratelli Fossati, (importer), Via Settembrini 33, Milan. WTD 1/26/63.

MEXICO—Automotive accessories and parts. Jose Samia, S.A., (importer, wholesaler, retail), Calle Gonzalez Ortega no. 270 Sur, Torreon, Coahuila. WTD 3/25/63.

NETHERLANDS—Tools and equipment for garages. Direct purchase and agency. Saarloos' Handelmaatschappij N.V., (importing distributor, manufacturer's agent), 35 Katshoek, Rotterdam. WTD 9/4/62.

NETHERLANDS—Automotive parts, accessories and tools. Direct purchase and agency. N.V. Technisch Bureau M. WEIJERMAN (importer and sales agent), 130-134 Brouwersgracht, Amsterdam.

NETHERLANDS — Garage equipment, tune-up equipment, automotive accessories. Direct purchase and agency. N.V. Technisch Bureau SAMIA (sales agent), 105 Sarphatistraat, Amsterdam. WTD 11/7/63.

NETHERLANDS—Automotive parts, accessories and garage tools. N.V. A.R.M.I. (importing distributor), 34-41 Daniel Stalpertstraat, Amsterdam.

NORWAY — Automobile accessories for American and European cars. Gummi A/S K. Lund & Co., (importing wholesaler), 3 Revierstredet, Oslo. WTD 2/28/63.

■ **PAKISTAN** — Bogie open high sided wagons, type nol, narrow gauge, 25; narrow gauge bogie petrol tank wagons with bottom discharge, type ntpr, dismantled, three. Loan no. 45. U.S. source. Bid deadline May 20. Government of Pakistan,

Ministry of Communications, Railway Wing, Rawalpindi. Tender no. PR-1-62/W. 1. Detailed specifications may be obtained from the Embassy of Pakistan, 2315 Massachusetts Ave., N.W., Washington, 8, D.C.

372 Aircraft and Parts

■ **AFGHANISTAN**—Douglas DC-6A/B, as per revised specifications 3/23/63. Part I. Bid deadline May 8. Part II, Spare Parts, May 24. Loan No. 306-H-004. U.S. Source. Ariana Afghan Airlines Company Limited, Post Office box 76, Kabul. Complete listing of parts available from Office of Small Business, Agency for International Development, Washington 25, D.C. (Room 2120, Barton Hall, Ohio Drive & Independence Avenue, SW.) Bids are to be sent to: Mr. Faiz Mohamed Ahmedzi, President Ariana Afghanistan Airlines, c/o Afghanistan Embassy, 2001—24th Street, NW., Washington, D.C.★

■ **INDIA**—Components of aircraft refueller, refueling nozzle, regulator valves, etc. Loan No. 217. U.S. Source. Bid deadline May 18. Bharat Industrial and Commercial Corporation. Tower House, Chowringhee Square, Calcutta 1. Cable: BHARATSEED, Calcutta 1. Ref. No. 65(150)/62-AID (1). IL#A-587965/61/AU-DW/CCI/HQ/RM.★

375 Motorcycles, Bicycles, Parts

VENEZUELA—Accessories of all types for motorcycles and motor scooters. Direct purchase and agency. Estima, C.A., (assembler, distributor) Calle Sevilla, Edif. Indaragua, Urbanizacion San Martin, Caracas. WTD 3/6/63.

381 Engineering, Scientific and Measuring Instruments

■ **INDIA**—Gas Chromotograph, including controls, regulators, etc; vapor Fractometer, regulators, recorders, etc. Loan No. 157. U.S. Source. The Tata Oil Mills Co., Ltd., Bombay House, 24, Bruce St., Fort, Bombay. Cable: TATOILS, Bombay. Ref. No. 4(86)/62-AID.II. IL#978824/DLF. 157/62/HQ/C.G.★

● **KOREA**—Cement physical and chemical test equipment, estimated value $2,000. Bid No. KFX-3038-P, deadline May 16. Office of Supply, Government of the Republic of Korea, Seoul, Korea. IFB available from Procurement Attaché, Korean Embassy, 2320 Massachusetts Ave., NW., Washington, D.C.★ (WO 7-5589).

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

FRANCE—Control and regulating devices. Direct purchase and agency. Societe Centrale d'Importation & d'Exportation, (importer, dealer), 21 ave des Champs Elysees, Paris 8e.

384 Surgical, Medical, Dental Instruments

● **CEYLON**—Supply of x-ray equipment including duplitized films of various sizes, dental radiatized and occlusal films, photofluorographic cut films, developer, and acid fixing salts. Bid deadline July 9. Chairman, Tender Board, Ministry of Health, Colombo.★ (WO 7-2939)

ENGLAND—Dental products, dental casting equipment, and accessories. Direct purchase and agent. Nesor Products, Ltd., (manufacturer, importer, exporter, wholesaler, retailer), Claremont Hall, Pentonville Rd., London, N1.

NETHERLANDS—Newly-developed items in the field of medical and scientific instruments. Direct purchase and agency. Adler Staal N.V., (importer, exporter, wholesaler, manufacturer), Stadhouderskade 124, Amsterdam. WTD 2/28/63.

New items in the field of medical, electro-medical and surgical equipment. N.V. Chirurgische Instrumentenfabriek H. Stopler, (importer), 1-5 Trans, Utrecht. WTD 3/19/63.

394 Toys, Amusements, Sporting Goods

ENGLAND—Toys of all description. Direct purchase and agency. Trix Products, Ltd., (manufacturer, importer), 205 Great Portland St., London, W1.

Sports goods, particularly basketball products. Direct purchase and agency. W. G. Whitmore, (manufacturer, importer, exporter, wholesaler, sales agent, retailer), 65 Rowhill Ave., Aldershot, Hampshire. WTD 8/14/61.

Sports goods and camping equipment of all kinds. Direct purchase and agency. Trix Products, Ltd., (manufacturer, importer), 205 Great Portland St., London, W1.

NETHERLANDS—Indoor games in which several persons can take part; billiards, table tennis; requests replies from manufacturers only. J.A. Hoffscholze N.V., Billardfabriek "Princesse", (importer, manufacturer), 20-28 Achter de Broeren, Zwolle.

396 Costume Jewelry, Novelties,

ENGLAND—Fashion notions. Direct purchase and agency. Raywarp Textiles, Ltd., (manufacturer, importer), Alfred St. North, Nottingham.

399 Manufacturing Industrial Products

ENGLAND—Hairdressers' sundries. Direct purchase and agency, Raywarp Textiles, Ltd., (manufacturer, importer), Alfred St. North, Nottingham.

ITALY—Inexpensive cigarette holders, new smoker items. Direct purchase and agency. Al Pascia', (importer, manufacturer), Via Torino 61, Milan. WTD 2/15/63.

NETHERLANDS—All types of smokers' requisites, including counter lighters for use in tobacco stores. Noord Nederlandse Pijpenhandel, (importing distributor), Haddingestraat 7, Groningen.

Business gift items. Direct purchase and agency. Handelsonderneming MACRO (importer, retailer), 1 Ericaweg, Huizen.

509 Wholesalers

NIGERIA—Used clothing. Messrs. E. Eziyi and Bros., (importer), 88 Jubilee Rd., Aba. WTD 3/14/63.

■ **TURKEY**—Raw rubber ribbed sheets, ix. super quality. $15,000. PA#277-89-356-3232. Limited worldwide (901). Quotation deadline May 15. Yako Alfrandari A. Almozlinos ve Ortagi. Kollektif Sirketi, Balat, Bereket Sokak 40/I, Istanbul. FOB. S/A no. 1596.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

019 Commercial Farm Products

PHILIPPINES—Vegetable seeds for growing in southern climate. Exclusive agency. Smith, Bell & Co., (Philippines), Inc., (importing distributor, manufacturer's agent, manufacturer, exporter), 7th fl., Trade and Commerce Bldg., 215 Juan Luna, P.O. box 311, Manila. WTD 1/10/62.

200 Food

NETHERLANDS—Cereals, cattle feed, cattle cake, oil seeds, vegetables for human consumption. Chr. de Vries N.V., (importer, commission merchant, exporter), 23 Posthoornstraat or P.O. box 1165, Rotterdam-1. WTD 3/26/63.

203 Canning, Preserving Foods

SWEDEN—Dried fruits. Sven Schalin AB, (importer, sales agent), Rasundavagen 64, Solna. WTD 4/11/62.

207 Confectionery

NETHERLANDS—Confectionery; requests replies from manufacturers only. Exclusive agency. Zeva (Holland) N.V. i.o., (importer, wholesaler, exporter) 165 Rottekade, Bergschenhoek. WTD 3/21/63.

220 Textile Mill Products

BELGIUM—Nylon nettings used in laundries; nylon thread and rope. L. A. D'Ursin, (commission merchant), 8 Marie Joselei, Berchem, Antwerp. WTD 3/21/63.

SWEDEN—Cotton fabrics such as unbleached and bleached, printed for flannels and table cloth; inlet cloth for pillow cases and mattresses; fabrics for ladies' outerwear; requests replies from manufacturers only. Ivan Sjoberg & Co., (sales agent), Skolgatan 18, Norrkoping. WTD 9/19/61.

221 Broad Woven Fabric Mill, Cotton Products

PHILIPPINES—Elasticized cotton fabrics. Michrom Enterprises, (indentor, importer, wholesaler), 434 Rosario St., Manila. WTD 2/4/63.

222 Broad Woven Fabric Mill Products

SWEDEN—Rayon fabrics, such as unbleached, bleached, printed and flannels; requests replies from manufacturers only. Ivan Sjoberg & Co., (sales agent), Skolgatan 18, Norrkoping. WTD 9/19/61.

225 Knitting Mill Products

SWEDEN—Knitwear, such as jersey cardigans for ladies. Ivan Sjoberg & Co., (sales agent), Skolgatan 18, Norrkoping. WTD 9/19/61.

Men's and ladies' underwear. Ivan Sjoberg & Co., (sales agent), Skolgatan 18, Norrkoping. WTD 9/19/61.

Men's and boy's wearing apparel; sport shirts and socks. Ivan Sjoberg & Co., (sales agent), Skolgatan 18, Norrkoping. WTD 9/19/61.

228 Yarn, Thread Mill Products

DENMARK—Plain nylon yarns for the textile weaving and knitting industry; requests replies from manufacturers only. Manuel Andres, Textilagentur, (agent), Skolestien, Hellebaek. WTD 4/5/63.

SOUTH AFRICA — Combed, mercerised yarn in bleached and dyed. Lindex South

Africa, (Pty.) Ltd., (manufacturers' representative), P.O. box 4536, Johannesburg.

229 Textile Goods

NEW ZEALAND—Plastic mesh cloth for agricultural use in shade control. Commercial Sales Corp., Ltd., (manufacturers' agent, indentor), P.O. box 1286, or 105 Dilworth Bldg., Customs St., Auckland. WTD 8/27/62.

SOUTH AFRICA—Nylon and synthetic fiber Raschel laces and edgings, for women's underwear; requests replies from manufacturers only. Walter Hirsch, (manufacturers' agent), P.O. box 3802, Cape Town.

SWEDEN—Linen fabrics for towels and table cloths. Ivan Sjoberg & Co., (sales agent), Skolgatan 18, Norrkoping WTD 9/19/61.

230 Apparel

SWEDEN—Men's and ladies' underwear. Ivan Sjoberg & Co., (sales agent), Skolgatan 18, Norrkoping WTD 9/19/61.

Men's and boy's wearing apparel such as suits, blazers, trousers of gabardine and synthetic materials, sport shirts. Ivan Sjoberg & Co., (sales agent), Skolgatan 18, Noorkoping. WTD 9/19/61.

233 Women's, Misses', Juniors' Outerwear

SWEDEN—Ladies' coats; requests replies from manufacturers only. Ivan Sjoberg & Co., (sales agent), Skolgatan 18, Norrkoping. WTD 9/19/61.

234 Women's, Misses', Children's, Infants' Undergarments

NORWAY—Lingerie for women, misses and juniors. Requests replies from manufacturers only. T. Giverholt-Hanssen, (manufacturer's agent), 31 Niels Juellsgate, Oslo. WTD 3/21/63.

251 Household Furniture

PORTUGAL—Spring mattresses. Exclusive agency distributorship. Ricardo Jose Serrada & Ca., Lda., (general import-export, wholesaler, retailer, sales agent), Caixa Postal 41, S. Vicente, Cape Verde. WTD 3/7/63.

280 Chemicals

BELGIUM—Chemical products used in road building; requests replies from manufacturers only. M. Maurice Lootens, (agent), 25, avenue Emile Verhaeren, Brussels. WTD 4/5/63.

310 Leather Products

DENMARK—All types of leather, supplies and accessories for the footwear and leather goods industries; requests replies from manufacturers only. Marius M. Sorensen & Son, (importing wholesaler, agent), 105 Gothersgade, Copenhagen K. WTD 4/4/63.

353 Construction, Mining, Materials Handling Machinery

ITALY—Mining equipment such as pneumatic hammers and air compressors; correspondence preferred in Italian. Pedone-R.A.M.I., (manufacturer's agency), Via Mario Rapisardi 22, Palermo.

354 Metalworking Machinery

ITALY—Machine tools including lathes, drills and boring machines for small and medium size mechanic shops; correspondence preferred in Italian. Pedone-R.A.M.I., (manufacturer's agent), Via Mario Rapisardi 22, Palermo.

355 Special Industry Machinery

SOUTH AFRICA—Shoe machinery; requests replies from manufacturers only. N. Bellstedt & Co., (Pty.), Ltd., (manufacturers' representative, importing distributor), Queens House, Queen St., Durban.

363 Household Appliances

PORTUGAL—Electrical ice cream freezers. Representacoes Satelite, Lda. (importer, wholesaler), Av. Miguel Bombarda 1-1° Esq., Lisbon 1. WTD 3/14/63.

SAUDI ARABIA—Complete line of household washing machines and refrigerators. Muhammad A. al-Bassam, (importing distributor), P.O. box 41, Medina. WTD 12/3/63.

SOUTH AFRICA—Portable air coolers. Amrho International, (manufacturers' representative), 813 Reinsurance House, Commissioner St., Johannesburg. WTD 1/21/63.

364 Electric Lighting, Wiring Equipment

PHILIPPINES—Lighting fixtures. Hooven, (Philippines), Inc., (manufacturer), Sheridan corner Williams Sts., Mandaluyong, Rizal.

366 Communications Equipment

GERMANY—Air-raid sirens operated on compressed air. Exclusive commission agency for Germany. Carl H. P. Pepjung (importer, wholesaler, sales agent), 175/177 Am Wall, Bremen. WTD 11/30/61.

369 Electrical Machinery, Equipment, Supplies

MOROCCO—X-ray equipment and accessories; requests replies from manufacturers only. Correspondence preferred in French. Cooperation Pharmaceutique Francaise, (importer, wholesaler, agent), 44, rue Mohamed Diouri, Casablanca. WTD 2/12/63.

371 Motor Vehicles Equipment

NETHERLANDS—Parts and accessories for automobiles, tractors and trucks; garage equipment, including tools and machinery. N. V. Technisch Handelsbureau C. van Dijk, (importer, exporter, manufacturer's agent), 59 Mauritsweg, Rotterdam-2.

381 Engineering, Laboratory, Scientific, Research Instruments

FRANCE—Medical research and control apparatuses. Equipements Industriels, (agent), 1 rue Monticelli, Paris 14.

Industrial research and control apparatuses. Equipements Industriels (agent), 1 rue Monticelli, Paris 14.

Leads for Importers

Commodities are offered direct unless specified.

021 Noncommercial Farm Products

★★ **MEXICO**—Exporter desires association with U.S. produce firms to act as representative to secure agricultural products in Mexico for distribution in U.S.; Alfredo Naveda, Hidalgo Poniente 229-A, Toluca, Edo. de Mexico. I.R.-212.

196 Small Arms Ammunition

GERMANY—Modern conventional arms and ammunition. Rheinmetall GmbH., 125 Ulmenstrasse, P.O. Box 6609, 4 Duesseldorf 1. WTD 3/25/63.

203 Canning, Preserving Fruits, Vegetables

★★**MEXICO**—Shredded coconut packed in polyethelene bags; Comercial de Occidente, S.A., Pedro Moreno 633 Dept. 2, Guadalajara, Jalisco. I.R.-305.

Processor of dried chile wishes to sell dried chile on a sample basis, usually packed in 80 kilo bags; Salvador Villanueva Veytia, Av. Colon 115 Desp. 402, Guadalajara, Jalisco. I.R.-326.

207 Confectionery, Related Products

★★ **MEXICO**—Hard candy and peanut and almond brittle with special pack if required; Gaspar Hnos., S.A., Zacatecas Sur #590, Guadalajara, Jalisco. I.R.-319.

Manufacturer of chocolate products (candy bars) desires sales in U.S. Will package to suit distributor or buyer; Chocolates Dominó, Santa Mónica 879, Guadalajara, Jalisco. I.R.-258.

208 Beverages

FRANCE—Cognac brandy, 5 years of age and older, in 75-centiliter glass bottles, and other types of French brandies of good quality. Also available in wooden casks of 250 or 300 liters each. Direct or through agent. Camille Chapt & Cie. (Etablissements), 4 Rue Jean-Jaures, Cognac, Charente. WTD 6/20/62.

Armagnac brandy, 5 years of age and older, very good quality, in classic and/or fancy glass bottles, net content 75 centiliters each. Preferably direct to importers of alcoholic beverages. Etablissements Gelas & Cie., Vic-Fezensac, Gers. WTD 7/13/61

★★ **MEXICO**—Exporter and processor of limes, desires market or outlet for fresh limes and lime juice. Also desires joint venture in processing limes for juice and essential oils. Asociación General de Agricultores del Estado de Colima, Medellín No. 80, Tecoman, Colima. I.R.-328

229 Textile Goods

INDONESIA—Rattan. C. V. Timur Djaja, 129 Djl. Kaliasin, Surabaya. WTD 2/11/63.

★★ **MEXICO**—Tarpaulin and cloth filters; Lonas El León, S.A., 13 Sur 2706, Puebla, Pa. I.R.-288.

236 Girls', Children's, Infants' Outerwear

★★ **MEXICO**—Fancy embroidered children's dresses to specialty stores; Isabel Camarena de Martinez Rivas, Vidrio 963, Guadalajara, Jalisco. I.R.-255.

238 Miscellaneous Apparel

★★ **MEXICO**—Manufacturer of henequen products, particularly handbags and hats, desires outlets in U.S. Product used is pressed henequen in attractive shapes

with appropriate catches on handbags; Francisco Balseca S.; Comerciante en General, Maximino Avila Camacho con 10 Oriente, Tehuacán, Puebla. I.R.-211.

240 Lumber, Wood Products

INDONESIA—Borneo ironwood roofing slabs. Each slab measures about 25 cm. long, 10 cm. wide, and 3 mm. thick. Wood needs no chemical treatment and is highly resistant to insects and other wearing agencies. C. V. Timur Djaja, 129 Djl. Kaliasin, Surabaya. WTD 2/11/63.

251 Household Furniture

FRANCE—Seats of various types, such as chairs, armchairs, and suspensions. Also wooden backs for seats and related articles. Direct or through agent. Les Fabrications Tab, Oloron-Sainte-Marie, Basses-Pyrenees. WTD 3/28/61.

★★ **MEXICO**—Manufacturer of custom made furniture desires contact in U.S. to handle line with interior decorators and furniture distributors; Maderas Artisticas, S.A., Privada Rancho de la Cruz No. 40, México, D.F. I.R.-214.

286 Gum, Wood Chemicals

INDONESIA—Damar resin. C. V. Timur Djaja, 129 Djl. Kaliasin, Surabaya. WTD 2/11/63.

306 Fabricated Rubber Products

★★ **MEXICO**—Rubber balls, sizes 4", 5", 6", 7", 8", 10", 12", 15". Various kinds of decorations; Industrial Hulera del Oeste, S.A., Calle 8 de Julio 770, Guadalajara, Jalisco. WTD 3/8/61. I.R.-229.★

313 Boot, Shoe Cut Stock, Findings

★★ **MEXICO**—Shark skin leather, specially processed. Samples available upon request; J. Manuel Fernández de Castro Galeana No. 180108, Guadalajara, Jalisco I.R.-307.

314 Footwear

★★ **MEXICO**—Mexican shoe manufacturer wishes to sell shoes including leather, rubber soled, loafers, men's dress and sport shoes, ladies' and children's shoes; Gonzalez Calderon, S.A., Paseo de la Reforma 234-301, Mexico 7, D. F. I.R.-208.

325 Structual Clay Products

★★ **MEXICO**—Manufacturer of handmade and handpainted ceramic art pieces such as birds and other animals, desires direct sales and distributors in U.S. Other artistically designed objects also available, including dishes, ashtrays, pitchers, vases; Jaime Sahagun, 16 de Septiembre y E. González, Guadalajara, Jalisco. I.R.-343.

326 Pottery, Related Products

FRANCE — Decorated earthenware and faience articles, reproductions of old mastercraftsmen, including art pottery and ceramic, vases, bowls, dinner sets. La Tolosane, "Faiencerie d'Art" Martres-Tolosane, Haute-Garonne. WTD 4/22/63.

343 Heating Apparatus, Plumbing Fixtures

SWEDEN—Steam boilers, Osby-Pannan, Osby. WTD 4/5/63.

354 Metalworking Machinery

GERMANY—Steel and steel products: accessory aggregates for drilling and milling; shock absorbers for rail and street vehicles and for special purposes; universal jointa; joint shafts. Also machines such as non-cutting and cutting processing machines; oil hydraulic presses; cotton bale presses; chain producing equipment and chain link bending machines; welding electrode-coating machines; test presses for tubes and hollow bodies. Rheinmetall GmbH., P.O. Box 6609, 125 Ulmenstrasse, 4 Duesseldorf. WTD 3/25/63.

355 Special Industry Machinery

GERMANY—Automatic or semi-automatic plastic blowing machines of different sizes for production of hollow articles up to 500 liters. Also special plastic processing machines such as dry mixers; granulators; flame-treating machines; silk-screen printing machines. Kautex-Werke Reinold Hagen, 5204 Hangelar/Siegburg. WTD 4/17/63. For brochure write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

357 Office Machines

GERMANY—New models of portable typewriters. Also interested in supplying large mail order houses, department stores and chain stores. Would be in position to ship 25,000 typewriters annually. Kochs Adlernaehmaschinen Werke A. G., 2 Teichstrasse, 4800 Bielefeld. WTD 4/2/63. For brochure in English write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

358 Service Industry Apparatus

SWEDEN—Refrigeration equipment for shops and supermarkets, frozen food display cabinets, display cases for meat and dairy products, household freezers and ice cream conservators. Aktiebolaget K.J. Levin, Fack, Malmo 1. WTD 11/9/61.

374 Railroad Equipment

★★ **MEXICO**—Ballast unloader for railroads. New patented device for evenly distributing ballast for railroad beds; Equipos para Ferrocarril, S.A., Aptdo. Postal No. 2041, Av. de los Pinos No. 7 Zona Industrial de Zapoppan, Jalisco. WTD 10/26/62. I.R.-310.★

391 Jewelry, Silverware, Plated Ware

★★ **MEXICO**—Exporter of Mexican gift articles and silver seeks representatives in the States; Mercantil Brictson, S.A., Ribera de San Cosme 133, Mexico 4, D.F. WTD 11/24/59. I.R.-270.

393 Musical Instruments

★★ **MEXICO**—Manufacturer of congas, castanets, claves, marracas, and drums seeks additional distributors or direct buyers; Música Tropical, Naranjo #375, Col. Santa Maria la Rivera, Mexico, D.F. I.R.-221.

398 Manufacturing Products

★★**MEXICO**—Manufacturer of religious articles and relief pictures of religious scenes desires distributors in U.S.; Artesanias Monterrey, S.A. and Manufacturas Nacionales, S.A., Escobedo 623 Sur, Monterrey, N.L. WTD 2/21/62. I.R.-231.

Importer-exporter wishes to export Mexican handicraft and gift items to department stores and gift shops; CIMI, S.A., Ampliacación Av. Juarez 119-12, Mexico 1, D.F. I.R.-205.★

399 Manufacturing Industrial Products

FRANCE—Toilet combs (natural cattlehorn), articles reportedly of very fine quality available in different types and sizes. Direct or through agent. Leonce Cubilie & Cie. (Etablissements), Boite Postale No. 2, Belesta, Ariege. WTD 4/25/61.

JAPAN—Ladies' wigs. Seiko Trading Co., Ltd., P.O. Box 61, Shimizu, Shizuoka Prefecture. WTD 11/13/62.

739 Business Services

★★ **MEXICO**—Industrial design engineering firm wishes to handle research and development, design or straight detailing for U.S. firms in Mexico; Raul Martinez Solis, 5 de Mayo 111 Oriente, Desp. 308, Monterrey, N.L. I.R.-361.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—W. C. Steanes, representing W. J. Manufacturing Co., Ltd., 418 Military Rd., Mosman, N.S.W., interested in **plastic laminated transmission belts, mining,** medium and heavy **engineering equipment,** particularly **transmission equipment,** light-weight **acoustical ceilings** and requesting technical information on same. May 11 via San Francisco for 4-5 weeks; c/o Warren Yager, Hexcel Products, Inc., 2332 4th St., Berkeley, Calif.; c/o Leon A. Chastel, Thortel Fireproof Fabrics, Inc., New York 17, N.Y.; c/o J. M. Dibb, Lok-Products Co., 5109 San Fernando Rd., West, Los Angeles 39, Calif. Itinerary: San Francisco, Los Angeles, San Diego, New York, Philadelphia, Washington.

Jack Wainwright, representing Martin Halas Dental Co., Charles St., Wooloomooloo, Sydney, N.S.W., interested in contacting manufacturers of **false teeth** (ceramic), **dental ceramics, dental grinding materials** and **grinding materials, local anesthetics, stainless steel supplies** for dental work. May 14 via New York for 10 days; c/o Australian Consulate General, 636 Fifth Ave., New York, N.Y. Itinerary: New York, Chicago, San Francisco, Los Angeles.

Andrew William Barr, representing Maggitt Ltd., 65-67 York St., Sydney, N.S.W., (also traveling in his capacity as vice chairman of the Linseed Crusher's Association of Australia), interested in purchasing of **vegetable oil seeds and vegetable oils** (particularly safflower and soybean) for industrial purposes; also interested in **alkyd and acrylic resins** for printing and surface coating products and requesting technical information on manufacture and marketing of same. May 15 via San Francisco for 2 weeks visit. c/o H. V. Whelan, 234 Douglas Pl., Mount Vernon, N.Y. Itinerary: New York, Minneapolis, Washington.

John S. Sanders, representing John Wiper, Ltd., 50-60 Chapel St., Norwood, interested in purchasing **machinery** for use in manufacture of **pickles, sauces and condiments.** Would like to see food machinery in operation in food manufacturing plants. Middle of May via New York for 2 weeks; c/o Australian Trade Commissioner, 636 5th Ave., New York, N.Y. Itinerary: San Francisco, New York.

BRAZIL—Tze Ching Chin, representing Argilas e Minerios Industriais "Aremina", Rua Barao de Jaguara, 1024 - 1030, Sao Paulo, interested in visiting **refractory and ceramics plants.** April 11 for 6 weeks; Department of Commerce Field Office, 350 Fifth Ave., New York 1, N.Y. Itinerary: Washington, Pittsburgh, Los Angeles, New York, Baltimore, Chicago and Fulton (Missouri).

ECUADOR—Senador Miguel Angel Neira, representing Agricultural Enterprise, Calle Costa Rica 471, esq. de Buenos Aires, Quito, interested in sources of supply for **vegetable seeds** of all kinds, and various kinds of **flower seeds.** May 3 via Miami for 3 weeks; c/o Consulate General of Ecuador, 30 Rockefeller Plaza, New York, N.Y. (May 6-13); Ecuadorean Embassy, 2204 R St., N.W., Washington 8, D.C. (May 13-20); Ecuadorean Consulate, 3028 University Blvd; Houston, Texas (May 3-23). Itinerary: Miami, New York, Washington, Houston.

INDIA—Man Mohan Rai Bahl, representing R. K. Machine Tools, Industrial Area "A", Ludhiana, Punjab State, interested in the import of **complete plants** for invisible **zip fasteners** and **laminated boards,** and **machine tool raw materials.** Is interested in seeing working of plants manufacturing invisible zip fasteners and laminated boards. April 30 via New York for 3 weeks; c/o India Consulate General, 3 East 64th St., New York, N.Y. Itinerary: New York; Niles and Moline (Ill.); Akron; Philadelphia, Pittsburgh and Bethlehem (Pa.); Santa Ana (Cal.); Stamford, (Conn.) and Richmond (Va.).

IRELAND — Peter Thomas, representing Thomas Thompson & Son, Ltd., Hanover Works, Carlow, interested in contacting U.S. manufacturers of **prefabricated steel buildings** with object of producing them in Ireland under license; studying U.S. production techniques; contacting manufacturers of **hydraulic tipping gears for trucks,** also with object of producing them under license in Ireland. May 13 via New York for 3 weeks; c/o Irish Export Board, 33 East 50th St., New York, N.Y. Itinerary: Brookville, Pittsburgh and Bethlehem (Pa.), Atlanta, Cleveland, Middletown (Ohio), Washington, Hammond (Ind.).

KENYA—Habib V. Keshavjee, representing White Rose Cleaners and Dyers, Ltd., P.O. Box 2200, Nairobi, interested in **dry cleaning equipment and supplies** and requesting technical information on same. Mid-May via San Francisco for 1 month; c/o National Institute of Dry Cleaning, Silver Spring, Md. Itinerary: San Francisco, Chicago, Detroit, Niagara Falls, Columbus, Washington.

LEBANON—Raymond Chammas, representing Etablissements Georges N. Chammas, P.O. Box 732, 10 Rue du Port, Beirut, interested in information concerning **operations of trucking companies** operating in mountainous areas and using gasoline engines; also in discussing import or agency matters connected with above. During May or June for 45-60 days; c/o Philip N. Chammas, 2000 Wilkin St., Detroit 7, Mich. Itinerary: New York, Philadelphia, Detroit, Cleveland, Las Vegas, San Francisco, Los Angeles, Washington, Chicago, Miami.

Dikran Tamirian, representing Marina (Fourrures), 149 Rue Picot, Beirut, interested in **fine fur skins.** May 1 via New York for 1 week; c/o Dryden East Hotel, 39th St. and 30th Ave., New York, N.Y. Itinerary: New York.

MOZAMBIQUE—Fernando Augusto Soares Seixas, representing Mozambique Administration of Harbors, Railways and Transport Services, Lourenco Marques, interested in visiting **port and railway facilities** at San Francisco and New York with emphasis on seeing bulk loading handling equipment in action. May 14 via San Francisco for 14 days; Department of Commerce Field Office, 555 Battery St., San Francisco, Calif. Itinerary: San Francisco, Los Angeles, Washington, New York.

TRINIDAD—Bruce Smellie, representing Modern Methods (Caribbean), Ltd., 233 Western Main Rd., Cocorite, Port of Spain, interested in exporting from Trinidad and Tobago **reinforced plastic** (Fibreglass) **boats,** 26 ft. to 50 ft. L.O.A. Interested in contacting agent. May 14 via Chicago for 10 days; c/o Gideons International, 212 East Superior St., Chicago, Ill. Itinerary: Chicago, Miami.

East Pakistan railways need wide variety of equipment

The East Pakistan Railway Board has issued a tender for the supply of plant and machinery with a bid deadline of May 29, 1963. The tender number is P & D/IB-GC/62.

Among the equipment required are: arc type welding sets, rail cutting machine, portable air compressor, pneumatic drills, diesel road rollers, 30 ton hydraulic jacks, track recorder, instruments for measuring strains in girders, amplitude measuring apparatus, tensiometer, motor-generator sets and a transformer with switch panels.

Tender documents are available from the Secretary, East Pakistan Railway Board, Railway Building, Chittagong, East Pakistan for $10.50. Tenders are to be submitted to this board. A copy of specifications is available on loan basis to firms domiciled in the U.S. from the General Industrial Equipment and Components Division, BDSA, U.S. Dept. of Commerce, Washington 25, D.C. (WOrth 7-5589).

Turkey buying equipment for electrification of 83 villages

Tenders are being invited for the supply of materials and equipment for the electrification of 83 Turkish villages. Equipment to be purchased includes diesel generator sets, distribution switchboards, instrument transformers, circuit breakers, disconnecting switches, power cable, insulators and lighting arresters.

The value of this tender, which is to be financed by the Iller Bank, is estimated at $2,772,000.

Bids should be submitted to Iller Bankasi, Genel Mudurlugu, Ankara, before noon on May 17.

One copy of specifications is available for loan from the Power and Electrical Equipment Division, Room 4124, BDSA, Department of Commerce, Washington 25, D.C. (WOrth 7-4242)

Sudan extends bid deadline on 2 cotton bale presses

The Assistant General Manager (Supplies) Sudan Gezira Board, Barakat-Blue Nile Province, Republic of the Sudan, announced that the bid deadline for the supply of 2 cotton bale presses has been postponed from April 16 to May 16.

Several amendments have been made to the specifications (IC April 1, page 34), copies of which are available on loan to firms located in the U.S. from the General Industrial Equipment and Components Division, BDSA, U.S. Department of Commerce, Room 4022, Washington 25, D.C. (WO 7-5589).

Japan asks contractors' bids on section of expressway

The Japan Highway Public Corporation which had previously set the date of May 4, 1963, for receipt of prequalification applications from road contractors, has announced that qualified contractors will be invited to bid on May 11, 1963, on construction of section C of the Nagoya-Kobe expressway. Bids will be opened June 10, 1963, although some time extension may be offered to qualified foreign contractors.

Further details may be obtained from the Building Materials and Construction Industries Division, BDSA, U.S. Department of Commerce, Washington 25, D.C., or from Japan Highway Public Corporation (cable address: DOROKODAN TOKYO).

Pakistan cancels bid calls for stroboscopes, valves

Pakistan has cancelled entirely the bid invitations for the following tenders:

No. VA-2/ICA/67223/L-53/List No. 26/-63 for tape recorder capstan stroboscopes, and no. VA-2/ICA/67223/L-53/List No. 27/63 for various valves.

The announcement was made by the Director General of Supply and Development, Frere Rd., Karachi. The bid invitations were announced in INTERNATIONAL COMMERCE, April 22, p. 35.

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-4674 in Washington.

CANADA—Mayor of Calgary recently announced plans to modernize city.

The $35 million development program will change the face of Calgary's downtown area, and provide cornerstone for "brand new city."

Program will consist of several major construction projects, ranging from $2 million up. Work on this project will begin upon approval by the city council.

Interested firms may contact Harry Hays, Mayor, Calgary, Canada for further information.

NIGER—Government planning to obtain approximately $320,000 worth of water-well digging equipment in U.S.

Proposed equipment will be used to dig series of 60 wells, 1,000 feet deep, over 3-year period in 13,500 sq. km. area in northern Niger. Equipment would be purchased and used by S.N.E.T.H.A., recently established stock company owned by Israeli Co., Water Resources Development International, and Niger Development Bank. Purchases would be financed in part by loans from Development Bank. Government of Niger has written to Export-Import Bank of Washington for assistance.

Interested firms may contact Niger Government for details.

New Books and Reports

***European Chemical Industry Developments of 1962.* Published by the Noyes Development Corp., Pearl River, N.Y. 1963. 148 pp. $15.**

This summary of important 1962 news items concerning the European chemical industry is designed to save international sales executives from paging through individual publications trying to find specific facts on events in the industry.

Order from the Noyes Development Corporation, P.O. Drawer 900, Pearl River, N.Y.

***Problems of the U.S. as World Trader and Banker.* Hal B. Lary. 1963. Princeton U. Press, Princeton, N.J. 175 pp. $4.50.**

"An exploratory essay on problems arising out of recent changes in our international trade and payments picture." Examines the problems posed by the U.S. balance of payments deficit; balance of payments developments since the end of World War II; the elements of strength and weakness in basic transactions; and the search for ways of strengthening our international payments position. Appendix includes an essay on alternative ways of presenting the balance of payments, and statistics on the U.S. balance of payments 1946-61.

***New Orleans Port Handbook and Manual 1962-63.* 1963. The Hauser Press, 720 Poydras St., New Orleans 12, La. 160 pp. $2.50.**

Descriptive section contains text, photographs, and drawings of port facilities and vicinity. Roster of steamship lines, by country, showing port of call, steamship owner, agent in New Orleans, and frequency of sailing. Register of coastwise and intracoastal service, with map of mid-continent inland waterways. Steamship agencies, New Orleans area banks, foreign consulate offices, barge lines. Also directory of motor carriers and types of service offered; in-port services.

***Public Refrigerated Warehouses Directory 1963.* (19th Ed.) 1963. Annual. Natl Assn. of Refrigerated Warehouses, Tower Bldg., Washington 5, D. C. 137 pp. Free to users of commercial storage space; $10 per copy otherwise.**

Geographical arrangement of public refrigerated warehouses; includes date established, principal officers, and essential detail on facilities, such as temperature ranges and services rendered. Similar data for Canada and selected overseas countries. Roster of associate members (suppliers of machinery, equipment, component parts, and services used).

***Japan Trade Guide 1963.* The Jiji Press, Ltd., No. 2, Hibiya Park, Chiyoda-ku, Tokyo, Japan. 705 pp. $10 (includes surface mail postage).**

The only annual of its kind published in Japan in English. Contains information on Japanese politics, economic development, and foreign trade; on Japan's export commodities and service facilities; and general trade information. Includes a list of Japan's Government Agencies and Trade Organizations, and a comprehensive Mercantile Directory.

Copies of **Commerce and Industry in Kenya,** listed in our April 22 issue, can be obtained free of charge from any Department of Commerce Field Office, as well as from the Crown Agent's Representative at the British Embassy in Washington, as mentioned in the original review. The price quotation of $1 was also incorrect, and copies of the booklet are free as long as the supply lasts.

***Financing Overseas Expansion.* (Article.) *Harvard Business Review,* Soldiers Field Station, Boston 63, Mass. Mar.-Apr. 1963, p. 53. Single issue, $2; single article reprint, $1.**

Describes why American industries and business managers are going abroad, particularly to the developing countries. Outlines the nature and scope of U.S. and multinational lending agencies for foreign trade and investment. Calls attention to the need for U.S. commercial and investment banks to develop better means of channeling private investment funds into foreign ventures. Uses a case study to illustrate the problems and opportunities for American business in the developing countries.

***The Economic Outlook for U.S. Cotton.* M. K. Horne, Jr., 1963. Natl. Cotton Council of America, P.O. Box 9905, Memphis 12, Tenn. 26 pp. Free.**

Examination of the domestic and export market for cotton and problems the industry faces today.

List of Indonesian traders published

U. S. Embassy in Djakarta helps traders overcome difficulties

A new Trade List of **Business Firms—Indonesia,** published by the Bureau of International Commerce, is available to help U.S. exporters establish effective trade connections.

The list supplies names, addresses, and information on Indonesian state trading corporations, private importers, dealers, and exporters handling all types of products; large plantations or growers; and branches, subsidiaries, and affiliates of American firms. This comprehensive listing was prepared by the American Embassy, Djakarta.

As Indonesian trade regulations and controls have tended to discourage commodity specialization among importers, it is no longer practical to classify them by commodity groupings. However, entries in the new list indicate commodity specialization to the extent that it is known and appears to be meaningful.

The Embassy explains the complications involved in doing business in Indonesia, but points out that the growing market offers good prospects for U.S. exporters who are willing to adapt themselves to prevailing conditions. A good agent in Indonesia can do much to smooth out the difficulties. U.S. traders interested in the Indonesian market will find leads to suitable agents in the Trade List.

The Embassy also offers to publicize in its Commercial Newsletter, without charge, agency proposals from U.S. exporters. The Embassy circularizes some 500 Indonesian importers, including several trade associations which republish the proposals for their memberships. Interested Indonesian firms are invited to contact the U.S. exporter concerned. The text of such agency proposals (not to exceed 175 words), accompanied by catalogs and price lists, may be sent direct to the American Embassy, Commercial Section.

Copies of the Trade List of **Business Firms—Indonesia** are obtainable from Department of Commerce Field Offices or from the Commercial Intelligence Division, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C., at $1 apiece.

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Calendar *for international traders*

7—Foreign Credit Interchange Bureau Round Table Conference. Ben Franklin Hall, Advertising Club, **New York, N.Y.**

7—Businessmen's Consultations with the full membership of the Trade Mission to Mexico. **Los Angeles, Cal.** Sponsor: U.S. Dept. of Commerce.

8—Businessmen's Consultations with the full membership of the Trade Mission to Mexico. **Houston, Tex.** Sponsor: U.S. Dept. of Commerce.

8—Monthly dinner meeting of the Reading Foreign Trade Club. Abraham Lincoln Hotel, **Reading, Pa.**

9—Monthly dinner meeting of the Foreign Trade Assn. of the Lehigh Valley, Bethlehem Club, **Bethlehem, Pa.**

9—Businessmen's Consultations with the full membership of the Trade Mission to Mexico. **Dallas, Tex.** Sponsor: U.S. Dept. of Commerce.

9—Export Expansion Conference, **Detroit, Mich.** Sponsors: Engineering Society of Michigan, and the U.S. Dept. of Commerce Detroit Field Office.

9—Foreign Credit Insurance Workshop, International House, **New Orleans, La.** Sponsors: American Institute of Marine Underwriters, and the Louisiana-Mississippi Regional Export Expansion Council.

9—World Trade Dinner opening the 12th Annual Washington State International Trade Fair (May 9-19), **Seattle, Wash.**

9—2nd Annual Export Expansion Seminar and World Trade Day, **Houston, Tex.** Afternoon session on board the N.S. Savannah.

9—Monthly Luncheon Meeting of the International Trade Club of **Chicago, Ill.**

9-10—Western International Trade Group Conference. Ambassador Hotel, **Los Angeles, Calif.** Speaker: Eugene Braderman, Director, Bureau of International Commerce (May 9).

10—Businessmen's Consultations with members of the Trade Mission to Mexico. **Chicago, Ill.** Sponsor: U.S. Dept. of Commerce.

10—Businessmen's Consultations with members of the Trade Mission to Mexico. **New York, N.Y.** Sponsor: U.S. Dept. of Commerce.

13—Worcester Foreign Trade Council Dinner Meeting, **Worcester, Mass.**

14—Foreign Credit Insurance Assn. All-Day Workshop Seminar, Sheraton-Plaza Hotel, **Boston, Mass.** Sponsors: American Institute of Marine Underwriters, Regional Export Expansion Council and U.S. Dept. of Commerce.

14—Springfield Export Sales Managers Assn. Dinner Meeting, **Springfield, Mass.**

14—Profits in Exports Conference, **Hackensack, N.J.** Sponsors: Bergen County Chamber of Commerce, Port of New York Authority, and New York Regional Export Expansion Council.

14—Monthly Luncheon Meeting, International Executives Assn. Hotel Statler Hilton, **New York, N.Y.**

14—Export-Import Meeting of the Appalachian Traffic Club. Ridgefields Country Club, **Kingsport, Tenn.** Subject: Problems in Export Marketing.

15—Export Expansion Meeting, **Bradford, Pa.** Sponsored by the Bradford Chamber of Commerce.

15—Profits in Exports Conference. Hotel Hartley, **Mt. Vernon, N.Y.** Sponsors: New York Regional Export Expansion Council and New York Dept. of Commerce.

16—International Trade Assn. of New England, Dinner Meeting, Tiffany's Restaurant, **Boston, Mass.**

16—World Trade Club of **Detroit, Mich.** Annual "World Trader of the Year Award" meeting.

16—Export Expansion Workshop, Roosevelt Hotel, **Jacksonville, Fla.** Sponsor: Southeast Shippers Advisory Board of 7 Southeastern States.

17—Special Luncheon Meeting of the Cedar Rapids Chamber of Commerce Foreign Trade Bureau. Hotel Roosevelt, **Cedar Rapids, Iowa.** Subject: Trade Negotiations with the EEC under the 1962 Trade Expansion Act.

19-25 — NATIONAL WORLD TRADE WEEK

19-25—Golden Gate World Trade Week, **San Francisco, Cal.** Sponsors: San Francisco Area World Trade Assn. and the San Francisco Chamber of Commerce.

21—Annual Dinner-Dance, International Trade Club of **Kansas City, Mo.**

21—Providence World Trade Club Dinner Meeting, Kirkbrae Country Club, **Lincoln, R.I.**

22—Minnesota Foreign Trade Club Dinner, Minneapolis Athletic Club, **Minneapolis, Minn.**

22—2nd Annual World Trade Seminar, **Columbus, Ohio.** Sponsor: Columbus Chamber of Commerce. Speaker: Draper Daniels, National Export Expansion Coordinator.

22—Special Meeting, Foreign Commerce Committee of the Chamber of Commerce of the New Orleans Area—International House — **New Orleans, La.**

22—Second Central Ohio World Trade Seminar. Stouffer's University Inn, **Columbus, Ohio.** Sponsor: Columbus Area Chamber of Commerce.

22—Export Expansion Conference, **Benton Harbor, Mich.** Sponsor: Detroit Field Office, U.S. Dept. of Commerce.

23—Michigan area Export Expansion Conference. Four Flags Motor Inn, **Niles, Mich.** Sponsors: Michigan World Trade Club, Chamber of Commerce of Greater Niles.

23—World Trade Day, Penn Sheraton Hotel, **Pittsburgh, Pa.** Sponsors: Chamber of Commerce of Greater Pittsburgh and the Dept. of Commerce's Pittsburgh Field Office.

23—World Trade Conference, Dayton University, **Dayton, Ohio.** Cosponsors: Dayton Area Chamber of Commerce and Univ. of Dayton.

23—Export Expansion Conference, **Jackson, Tenn.** Sponsor: Dept. of Commerce's Memphis Field Office.

28—Export Expansion Conference, **Escanaba, Mich.** First Upper Peninsula Conference. Sponsors: U.S. Dept. of Commerce Detroit Field Office.

June

6-7—Export Expansion Seminar, **Memphis, Tenn.** Speaker: Neil C. Hurley, Chairman, National Export Expansion Council.

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